A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

September 6, 1965

How Singapore break affects U.S. Trade

Business Bulletins *from around the world*

AUSTRIA—According to official Austrian source, cellulose plant to be built in Bulgaria by United Austrian Iron and Steel Work (VOeST) to be constructed with technological consultation by Bauer Bros. of Ohio. Cellulose plant, to be one of largest and most modern in Europe, will cost about $3.5 million.

BELGIUM—Official predicts economy to grow at rate of 3 to 3.5% annually during 1965 and 1966..

1964 balance of payments figures show very favorable year for BLEU, with global surplus of $184 million. Balance of trade, including transit, showed unusually low deficit of $128 million; service transactions in surplus by $102 million; capital account surplus was $186 million; surplus on special transactions was $24 million.

BOLIVIA—Petroleum industry in 1964 estimated to have added $17.5 million (4%) to gross domestic product of $432.2 million, 4.8% increase over 1963. Bolivia produced 3,214,580 barrels of crude petroleum in 1964, increase of 1.2% from 1963. Yacimientos Petroliferos Fiscales Bolivianos (YPFB), Government petroleum entity, had successful year in finding three new oil and gas condensate fields, (Tatarento, Bulo Bulo, and Naranjillo) and two new gas fields.

BRAZIL—Customs Policy Council resolution Number 379 effective last Aug. 24, announces import duty exemption for import quota of 300,000 metric tons of rock salt, sea salt, including kitchen salt, all classified under sub-item 25-01-002 of Custom Tariff. Importation of this established quota will be made with "General" import category treatment.

DENMARK—Nordisic Andels Forbund, a central buying organization for cooperatives in Nordic area, reports turnover in 1964 of $9.5 million. This central buying organization, with main office in Copenhagen, has buying offices in London, San Francisco, and Valencia. It is also opening buying branch in Buenos Aires because of growing demand for South American fruit.

EL SALVADOR—Ministry of Agriculture announces $1.6 million hog improvement program which includes importation of 750 purebred hogs from U.S. Farmers wishing to purchase breeding stock, install new production facilities may apply for loans of up to $6,000 on five-year terms. Program expected to nearly double country's hog production which is now about 50,000 per year.

FRANCE—Sales of electrical equipment including, export sales, totaled $3,487 million in 1964, 11.5% increase over 1963. Industrial electrical equipment sales ($1,497 million) accounted for 43.4% of 1964 total.

GERMANY—Consortium including Deutsche Bank (Germany), First Boston Corp. (U.S.), White, Weld (U.S.), and S.G. Warburg (England) plans to float a loan of $11 million in Pounds Sterling and Deutsche Marks on behalf of Swedish Corporation holding majority position in the Liberian Ore Co. Proceeds to be used to further develop Liberian iron ore deposits in which Bethlehem Steel has 25% interest.

New York's First National City Bank opens branch in Berlin. Berlin branch is Citibank's second in Germany, other is in Frankfurt.

INDIA—Government announces all exports of manganese ore made after July 12 must be channeled through State-owned Minerals and Metals Trading Corporation (MMTC). Exempted are shipments by Manganese Ore (India), Ltd., 51% Government-owned company. Manganese ore exports totaled $29.0 million in 1964.

IRAN—Legislature authorizes increased subscriptions to International Monetary Fund and International Bank for Reconstruction and Development. Subscription to IMF to be raised from $70 million to $125 million with one-fourth of addition payable in gold. IBRD subscription is to be raised from $90 million to $128.6 million.

LUXEMBOURG—During 1965, country will have to recruit estimated 6,000 foreign workers—3,000 for construction industry. Italians to comprise major portion of foreign work force, but number recruited from outside European Economic Community to double.

In 1964, wine exports set new record of 67,000 hectoliters, actually surpassing domestic consumption. First tastings of 1964 wines indicate good year for consumption, export in 1965.

SPAIN—According to advance statistics, imports in June 1965 amounted to $240.4 million, of which U.S. furnished $54.6 million, or 22.7%. Exports for same period valued at $68.0 of which $11.5 million or 16.9% went to U.S. For first six months of 1965, U.S. share of imports was 18% and of exports was 12.7%.

SWEDEN—Press report announced that Port of Malmo plans long-term expansion program at a cost of $200 million. Kockum shipyard, located in harbor area, also plans considerable expansion including dock for ships of over 200,000 tons.

SWITZERLAND—Public bond issues during third quarter 1965 to be reduced to total of $106.7 million, against quotas of $163.9 million and $180.6 million allowed for first and second quarters. Curtailed quota is consistent with Swiss National Bank's goal of keeping total for year within last year's total of $578.8 million.

Federal Council approves replacement of rent control by rent supervision in Zurich and Bern. Rent controls now in effect only in Geneva and Basel, where they will expire Jan. 1, 1966.

THAILAND—Government budgets $1.5 million for establishment of new University in South. Construction plans, schedules not yet announced. U.S. suppliers of educational media equipment will have opportunity to exhibit wares to key Thai officials during November 1965 Bangkok Trade Center Audio-Visual and Teaching Aids Equipment Show.

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the cover

Heavy traffic is more than just another urban phenomenon in Singapore—it symbolizes the vital commercial significance of the island-state. Singapore, now independent of Malaysia, remains a strategic world trade center of continuing interest to U.S. exporters and investors. For a glimpse at current U.S.-Singapore relations in the light of the change, background information and Department of Commerce plans for trade missions, turn to pages 2-4.

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MALAYSIAN BREAKUP

U.S. trade plans hold firm

Singapore secession has heaviest impact on former partners; several measures passed

Singapore's separation from Malaysia has not affected U.S. plans for a drive to increase trade with the Singapore area.

Programs of the United States Department of Commerce for Malaysia and Singapore which will be implemented within the next few months include a Trade Mission to visit Malaysia and Singapore (and Hong Kong) between Oct. 21 and Nov. 23; and U.S. industry participation in the Singapore Machine Tool Show scheduled for December 5-19.

United States exporters and investors have been showing an increasing interest in the Malaysia-Singapore market. Malaysian imports from the U.S. in 1964 were valued at about $61 million; Singapore imports at about $63 million.

United States investment in Malaysia and Singapore has been in such industries as oil refining, rubber, tin, detergents, condensed milk, sewing machines and airconditioners and automobile assembly.

Changes

A number of new economic measures have been announced by the Government of Singapore. The turnover tax of ½% enacted when Singapore was a part of Malaysia has been abolished, and a 2% payroll tax will now be paid into a Singapore social security fund to provide unemployment benefits.

It has also been announced that the Singapore branch of the Bank of China will remain open.

Singapore has taken a number of steps to protect her new industries. Although traditionally a free trade area, Singapore in recent years has imposed quotas on a number of items which her new industries are producing. Similar goods manufactured in other Malaysian areas had been exempted from many of these quotas.

Upon separation from Malaysia, Singapore has announced that quantitative restrictions would be applied to 185 items manufactured in Malaysia, which were previously admitted quota free.

Goods imported for reexport will not be subject to import quotas. Singapore has also imposed new import licensing and quotas on 13 categories of chemical preparations which apply to imports from Malaysia as well as other sources.

Singapore also announced the following new tariffs (M$3.06=U.S.$1): car,

WATCHFUL EYE is cast on pottery temporarily at rest in Singapore harbor by man peering through fence as anchored junks rock in waves nearby.

truck and bus tires-M$1.40 per pound (Commonwealth Preference-M$1), motor cycle and motor scooter tires-M$2.10 per pound (Commonwealth Preference M$.14), bicycle inner tubes M$.10 per pound (Commonwealth Preference M$.07).

Tires and tubes to be used for tractors and aircraft will remain tax free.

New duties have also been applied on electric filament bulbs at a rate of M$.15 or M$.20 each on those between 60 and 200 watts. There will be no Commonwealth Preference on these bulbs, and fluorescent tubes will remain tax free.

The import quota restrictions and licensing requirements applying to these categories continue in force.

These recent restrictive measures of the Singapore Government are unpopular in Malaysia, and many Malayan factories reportedly sell at least 40% of their products to trans-shippers and merchants in Singapore. Warehouses in Malaya across the causeway from Singapore are said to be overflowing with automobile tires, batteries, refrigerators and other manufactured products, and some factories in Malaya have cut back their output.

The Malaysian Government has promised protection for Malaysian manufacturers and is urging Government departments to buy Malaysian-made goods even if they cost up to 10% more than foreign goods. Malaysian tariffs continue to apply to Singapore.

Still need each other

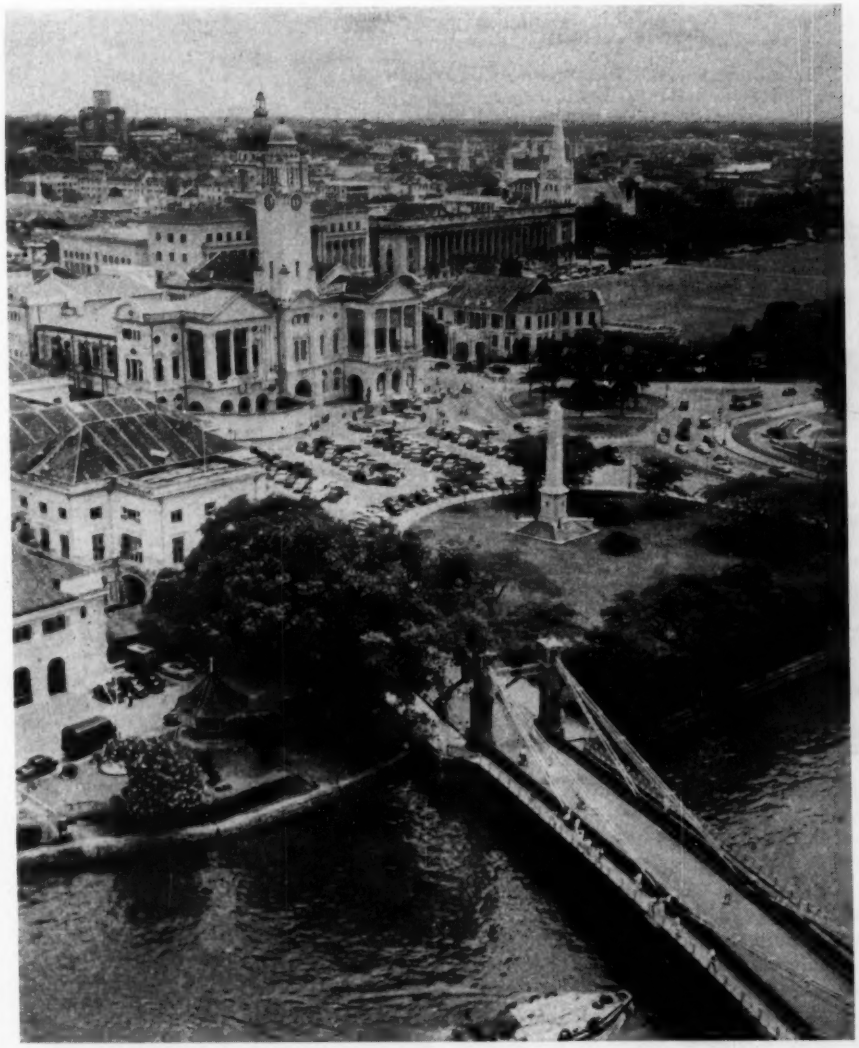
Malaysia and Singapore realize the need for economic cooperation. The Singapore Finance Minister has been quoted as saying: "Political separation need not necessarily mean economic separation. . . . We want to strengthen our economic ties".

Rankings

Singapore is noted as:

—the world's fifth largest port
—the largest transshipping center in Southeast Asia
—the nation with the area's highest living standard, with per capita income close to $500 a year
—the world's largest rubber market
—a high birth-rate nation (almost 4% a year)

There are reports that the status quo in trade relations between Malaya and Singapore will be restored and certain import restrictions lifted.



The Malaysia-Singapore Separation Agreement contains a number of provisions for cooperation in defense and foreign affairs and also states that Malaysia and Singapore will cooperate in economic affairs for their mutual benefit, and may from time to time set up Joint Committees or Councils for this purpose.

The 1963 Agreement for the Establishment of a Malaysian Common Market has been rescinded.

To illustrate the extent of economic interpendence between Malaysia and Singapore, about one third of Singapore's total 1964 trade was with Malaysia, and Malaysia is heavily dependent on Singapore's port and trans-shipping facilities.

Both Malaysia and Singapore are strongly committed to industrialization and appreciate external markets. It is most important that new industries in Malaysia and Singapore have a Malaysia-wide market for their goods.

SINGAPORE'S ARCHITECTURE reflects influence of East and West (above). Orchids, big business (below), grow year 'round, are flown everywhere.

TYPICAL OF Singapore's newer hotels is the 191-room Singapura Intercontinental, opened Sept. 1963.

Small, advanced

The once-again independent country of Singapore is small in area (225 square miles), densely populated (approaching 2 million inhabitants), and well advanced economically (gross national product of 735.3 million).

This unusual combination of factors makes it difficult to compare Singapore with countries similar in size: Andorra, 190 square miles; Luxemburg, 999 square miles; Liechtenstein, 61.8 square miles; San Marino, 38 square miles; Vatican City, 108.7 acres; and Monaco, 368 acres. For these countries no gross national product figure is obtainable.

Countries comparable in population (around 2 million) include Israel, Sierra Leone, Jamaica, Dahomey, and Honduras.

Singapore's prosperity has been based largely on the development of an entrepot trade which consists of the processing and re-export of some of the raw materials of neighboring areas and the distribution of producer and consumer goods.

Ancillary services, such as banking, shipping, warehousing and insurance, along with industrial development, have also added to Singapore's new prosperity.

Emphasis is being placed on the development of a few heavy and many light industries producing for domestic and regional markets. The Singapore Government is aiding this development through the creation of industry-supporting facilities such as port development, water, roads and industrial estates. Other Government incentive programs include tax exemption for new industries.

Milestones

1819—An agreement between Sir Thomas Stamford Raffles, the British East India Company, and the Malay chief of the then sparsely populated island signals the emergence of modern Singapore. Strategically located off the tip of the Malay peninsula, the island straddles the main trade routes between Europe and the Far East. For the next century, as a British crown colony, it grows rich as the "emporium of Southeast Asia."

1930's—Political activities of Chinese Communists result in many deportations.

1942-45—Singapore held by the Japanese.

April 1946—Singapore again made a crown colony of Britain.

1948—Popular elections are first held among an extremely small electorate.

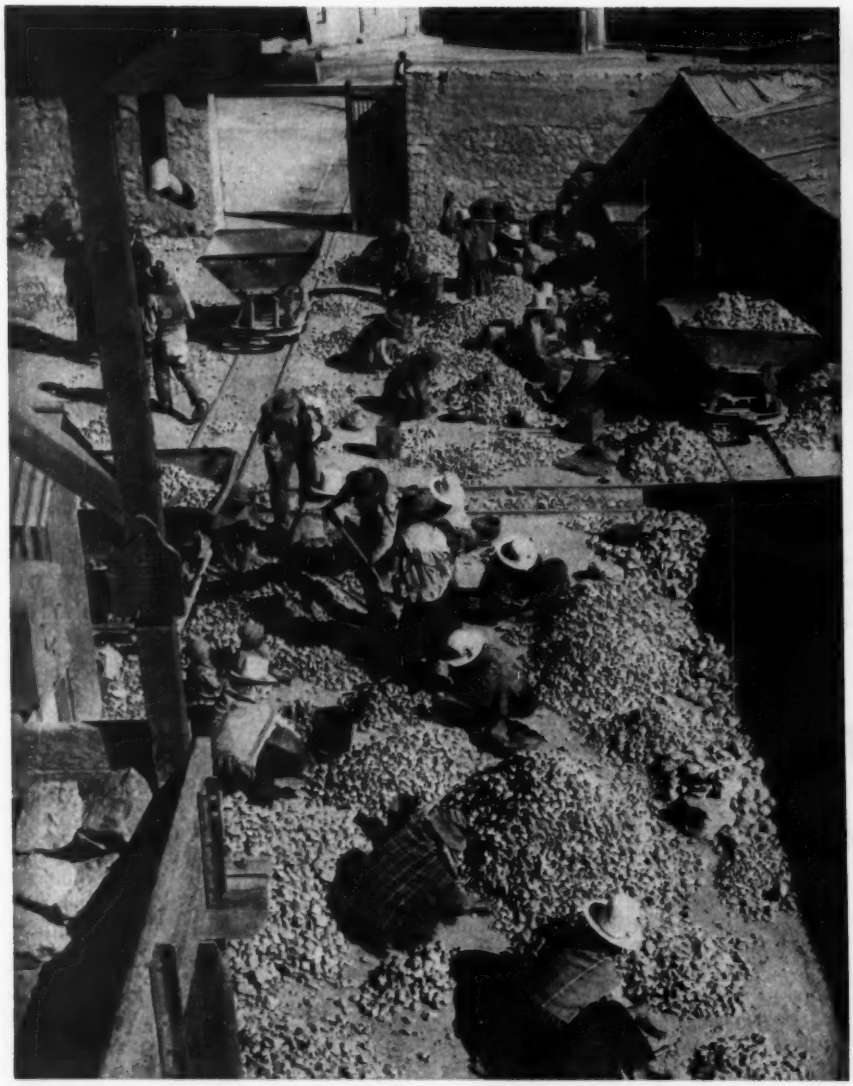
April 1957—An agreement signed in London provides the Constitution of the state of Singapore.

June 3, 1959—The Constitution comes into effect. The new government under Lee Kuan Yew launches program for an independent democratic, non-Communist, socialist state.

Sept. 16, 1963—Singapore, Malaya and the Borneo territories of Sarawak and Sabah federate to form Malaysia.

Aug. 9, 1965—The 23-month-old Federation comes to an end due to racial, religious, political and economic differences.

A POPULAR OPEN-AIR food stall where Chinese, Malay and Indian delicacies are cooked to order.



TIN WORK in Oruro mine typifies an activity central to Bolivia's economy but beset by labor unrest.

Bolivian outlook remains cloudy, with economy at virtual standstill

Military intervention in the mines depresses business activity; new investment code will aim to attract industrial investors

Business conditions in Bolivia during the second quarter were adversely affected by political developments and, as in the first quarter, sales were substantially below those for the same period of 1964. Sales of American goods also continued to suffer, because of the U.S. dock strike in the early weeks of the year.

The Government's military intervention in the mines during May had a depressing effect on some business activity, particularly in the Bolivian Government Mining Corporation (COMIBOL) mining areas. A recent decree that all Government orders for over $10,000 must be signed personally by the two presidents of the Junta, and rumors of impending changes in the import duty structure also helped depress business activity.

Industry static

Industry remained relatively static during the quarter, with few indications of important new investments. The Government announced it would soon release a new investment code designed to make industrial investments more attractive.

Industrial consumption of electric power declined by about 2% from the first quarter, partially due to factory workers' strikes in May which closed many La Paz factories for several days. Power shortages were severe during the quarter, but the Bolivian Power Company announced plans to complete a new power station by the end of 1965.

Cement production declined by about 9% between the first and second quarters, and the supply of domestically produced cement failed to keep up with demand. The W. R. Grace Company received permission to import cement from Chile because its Viacha plant could not satisfy the market, and further cement imports may be necessary.

Foreign exchange reserves declined slightly during the second quarter, and stood at $25.4 million on June 30. However, customs revenue increased 17% over second quarter 1964.

The official cost-of-living index for La Paz showed a net decline of slightly less than 2%.

The sugar harvest began in June with indications that the country's sugar surplus would be larger than ever. Government sugar quotas aroused considerable opposition in the Santa Cruz area, and there were signs that the Government was not enforcing the quotas it had assigned to the growers and mills.

Bolivian sugar prices continued to be above world market prices, and there was little prospect that the country could sell all the sugar it produced.

Rice production was lower during the quarter than in the same period of 1964.

The Government promulgated several decrees drastically affecting the operations of COMIBOL. Under these decrees wages in several money-losing mines were reduced, military interventors were appointed in each mine, and stringent measures affecting labor discipline, theft, and the use of machinery were adopted.

With the effective implementation of these decrees, COMIBOL could, for the first time in many years, be placed on a profitable basis.

A TABLEFUL OF BLUEPRINTS was sifted by the National Export Expansion Council's new top leaders as they met Aug. 31 in Commerce Secretary John T. Connor's conference room to begin detailed mapping of a redoubled international trade campaign. Left to right are Fred Foy, NEEC chairman; Under Secretary LeRoy Collins; Gov. Luther H. Hodges, honorary NEEC chairman, and Robert F. Dwyer, vice chairman.

National export-drive leaders gird for full-speed-ahead mass effort

Reporting to the President on August 31, Secretary of Commerce John T. Connor paid tribute to the contribution being made by the National Export Expansion Council and its 42 Regional Councils. The sharp growth in U.S. exports in the past four years, he told the President, is a direct reflection of the councils' work.

The White House released the Secretary's report following a meeting of Fred C. Foy, NEEC chairman and board chairman of the Koppers Co., with Honorary Chairman Luther H. Hodges, former Secretary of Commerce, and Vice Chairman Robert F. Dwyer in the Secretary's office. Initial plans were made at this meeting for redoubling the international trade campaign.

Sec. Connor names Feer as DIB deputy

Investment banker will direct export finance, government lending

Secretary of Commerce John T. Connor has announced the appointment of Mark C. Feer, a New York investment banker, as Deputy Assistant Secretary of Commerce for Financial Policy.

As a deputy to Assistant Secretary of Commerce for Domestic and International Business Alexander B. Trowbridge, Feer will be concerned with the Administration's domestic and international financial policies and programs as they affect U.S. business and industry. These include foreign investment, export financing and government lending programs.

Feer comes to Commerce from the First Boston Corporation, where he served as vice president dealing with international finance. He joined the company in 1957. Prior to this he was associated with Arthur D. Little, Inc., Cambridge, Mass., and served with the U.S. Army from 1955 to 1957.

Receiving a B.A. degree from Dartmouth College where he graduated magna cum laude and Phi Beta Kappa in his major field of international relations, Feer earned M.A. and Ph.D. degrees from the Fletcher School of Law and Diplomacy, and was a Fulbright Scholar in India during 1952-53. He also studied at the University of Geneva and at the Sorbonne.

The new commerce official has traveled abroad extensively and speaks German and French fluently. He was born in New York in 1928 and is married to the former Helen deLone. They have three children.

British Nobel-winner to address luncheon at world conference

Sir John Cockcroft, winner of the 1951 Nobel Prize for Physics, will discuss "Science and World Development" at a September 15 luncheon session of the International Industrial Conference in San Francisco.

The week-long (September 13-17) conference will bring together some 500 leading executive officers from the free world's major business, industrial and financial organizations. Jointly sponsored by Stanford Research Institute and the National Industrial Conference Board, it will draw participants from 66 nations.

Four concurrent September 16 panel sessions will deal with private enterprise and public planning, trade problems of primary-product countries, non-tariff trade barriers, and organization and control of international operations.

Chicago trade club opens fall meetings

Illinois' intensified foreign-trade activities will be discussed by Governor Otto Kerner in a September 16 luncheon talk at the first fall meeting of the International Trade Club of Chicago.

At the luncheon, which will open at 12:15 p.m. in the Century Room of the La Salle Hotel, the Governor will describe the overseas trade role of the State's new Department of Business and Economic Development, working through its Division of Export Expansion.

Some 400 international trade executives are slated to attend the meeting.

Write: International Trade Club of Chicago, 140 S. Dearborn St., Chicago, Ill. 60603.

Internal CACM trade skyrockets; $42 million integration fund should strengthen economic ties

Foreign investment in Central America moves into new fields; trade volume in manufactured goods has doubled since 1962

Internal trade in the Central American Common Market (CACM) is accelerating at a remarkable rate—from $8 million in 1950 to $66 million in 1963, followed by an even more dramatic jump to $105 million in 1964.

The increase of intra-regional exports in 1964 by countries was: Costa Rica, 248%; El Salvador, 39%; Guatemala, 44%; Honduras, 39%; and Nicaragua, 75%.

CACM intra-regional trade development has stemmed from two sources: the expansion of industrial productive capacity, and the removal of internal trade barriers along with the establishment of a common external tariff.

The encouragement of investment in Central American industry, agriculture, and commerce has also contributed to the phenomenal success of the CACM.

Compared to the growth of CACM trade, Central America's trade with the rest of the world has shown a different pattern. Exports decreased from $428 million in 1958 to $405 million in 1960, then rose at an average annual rate of 9% to $542 million in 1964.

Imports from the rest of the world increased from $459 million to $654 million in the 1961-64 period, an average annual rate of 11%.

Intraregional trade during the same period grew at a rate of 42% per year. In spite of its rapid growth rate, intraregional trade is still a small but increasing percentage of the area's external commerce. In 1958, as in 1950, intraregional trade formed 4% of total imports, but by 1964 the ratio grew to 13.9%.

Competition grows

American exporters are facing increased competition not only from within the CACM but also from other industrialized countries. The U.S. share of this market has slipped from about 55% in 1960 to 44.7% in 1963, although a small gain was registered in 1964 when the U.S. market share edged up to about 45.4%.

Central America's drive to industrialize and expand trade in all types of regionally produced products will increase the total value of the area's imports, since it will change the type of imports by reducing or eliminating certain consumer goods and increasing the need for machinery, construction equipment, vehicles, and raw materials.

CACM development is important to U.S. investors as well as exporters. In some cases, the U.S. manufacturer must either begin producing in the area or eventually lose his market. An imposing group of new and expanded CACM production facilities supply a greater variety of canned and packaged foods, flour, paints and varnishes, detergents, cosmetics, pharmaceuticals, tires and tubes, cement, light bulbs, fertilizers, textiles, garments, and refined petroleum products.

Foreign investment in Central America is moving away from its traditional fields into new areas. Between 1960 and 1963, it rose sharply in petroleum refining from $59 million to $99 million, in manufacturing from $12 million to $20 million, and in commerce from $16 million to $19 million. While these sums are not large, the rate of increase is substantial.

During this same period foreign investments in agriculture fell from $121 million to $102 million and in mining and metallurgy from $5 million to $4 million, while those in public service rose only from $125 million to $129 million.

The volume as well as value of transactions in intra-regional trade have increased each year—value by 186% and volume by 324% in the 1961-64 period. Thus, the gross value per metric ton decreased from $212 in 1961 to around $140 in 1963 and 1964, indicating the introduction of large quantities of low unit-value commodities. The main commodity causing this change was fuels, including diesel oil, motor gasolines, keroscene and fuel oil.

El Salvador supplied practically all the fuels imported by Guatemala and Costa Rica in 1963 and 1964. However, both of these countries now have refineries and imports will be sharply curtailed.

May have access

Nicaragua was largely self-sufficient in fuels during this period, while Honduras, with no refinery, imported 40% of its requirements from El Salvador. In the near future, the CACM may have an excess of refinery capacity.

Food products, which normally account for the largest trade volume, fell to sec-

CENTRAL AMERICAN markets are beginning to display goods from throughout the Common Market area.

ond place in 1963 and 1964, when they amounted to 30% of total volume. Cereals, fruits, and vegetables were the principal trade items within this category.

Trade in chemical products increased sharply in 1964, rising to fourth place in the volume of trade. Principal trade items were natural and nitrogenous fertilizers while the principal source of supply was Costa Rica, where the stepped-up operations of FERTICA influenced the 1964 trade figures.

The volume of CACM manufactured goods has more than doubled since 1962, and the largest increases were in the trade of leather goods, tires and tubes, plywood, cardboard boxes, textiles, and cement. In 1964 Guatemala was the largest exporter of regional manufactured goods and El Salvador the largest importer.

Trade in raw materials also doubled between 1962 and 1964. Although a fairly large number of items are included in this category, the more important were sawn lumber, hides, cotton seed, and railway ties.

The changes in composition of intra-regional trade between 1962 and 1964 by principal groups of commodities is shown below in millions of dollars and percent of total:

	1962		1964	
	$	%	$	%
Foods	22.2	44	29.3	28
Raw materials	2.4	5	3.9	4
Fuels, lubricants	0.1	—	5.0	5
Chemicals	5.2	10	18.9	18
Manufactures	16.4	33	41.7	39
Other	4.1	8	6.6	6
Total	50.4	100	105.4	100

Manufactured goods, including semi-finished articles, reflect the growth of the Common Market more than any other general category. As seen above, they now rank first in importance in regional commerce.

While no commodity details are yet available for 1964, the principal manufactured articles traded in 1963 were textiles and wearing apparel, footwear, paper and paper products, non-metallic products, manufactured metals, rubber manufactures, hides, wood and cork. Trade in these products totaled $21.3 million, or 85% of the total trade in manufactured goods in 1963.

Trade in manufactured goods will continue to expand due to the virtual elimination of trade barriers, the official encouragement of industrialization, the growing demand for import substitution industries, and the availability of capital from many new sources including the Central American Bank for Economic Integration (CABEI).

CABEI will administer the newly created $42 million fund for economic integration, making loans for regional infrastructure projects essential to the area's development. The U.S. Agency for International Development (AID) provided $35 million for the fund, fulfilling a 1963 promise made by the late President Kennedy in Costa Rica.

The five member nations of the CACM are contributing $1.4 million each, for a total of $7 million. As the fund moves into full operation, the Central American nations are expected to make additional contributions.

Among the variety of projects which are expected to be sponsored are regional roads, electrical power investments, industrial parks, and intra-regional communications.

Exports of U.S. movies to India snap back as most of 1963 tax on foreign films is cut

Indian imports of United States films returned to normal levels in 1964, when all but 66% of a 165% increase in taxes on foreign motion pictures put into effect in March 1963 was rescinded.

Imports of U.S. films had dropped sharply in 1963, following the imposition of the increased taxes.

The audience for American films in India is growing slowly and box-office receipts from U.S. pictures rose slightly during 1964. A total of 236 foreign feature films were certified for exhibition in India in 1964, of which 129 were U.S. films (only 65 in 1963), 28 British, 25 Italian, and 10 Russian, with 44 coming from other countries.

A new agreement covering imports of American films into India was signed by the Indian Government and the Motion Picture Export Association of America in December. The new agreement runs to March 1967, and establishes a special quota for American movies at 50% of their best year's imports between 1946 and 1951. Without the agreement the quota would have been reduced to 10%.

The agreement is the fourth since 1957, and each one has specified that only a portion of earnings may be remitted, with the larger share of receipts being blocked in India.

American film companies have agreed to produce feature films in India, using a large portion of these blocked funds. One film is being shot in India, and three others are being considered for production there.

A total of 303 feature films were produced in India during 1964 (298 in 1963). Production costs of motion pictures continued to rise in 1964, due to higher fees for top stars and an all-round increase in wages, material costs, studio charges, and excise taxes on prints.

The 10% surcharge duty on almost all imports imposed on February 17 will raise costs further, especially for raw film, all of which is imported at present. Total film production in 1965 is not expected to vary greatly from the level of recent years.

Box-office receipts were reported at $126 million in 1964, about the same level as 1963 even though the number of theaters increased. The industry blames this situation on the sharp rise in taxes.

About 150 new movie theaters were completed in 1964. Construction restrictions were removed in 1960, but prior to 1964 only a few new theaters were opened each year.

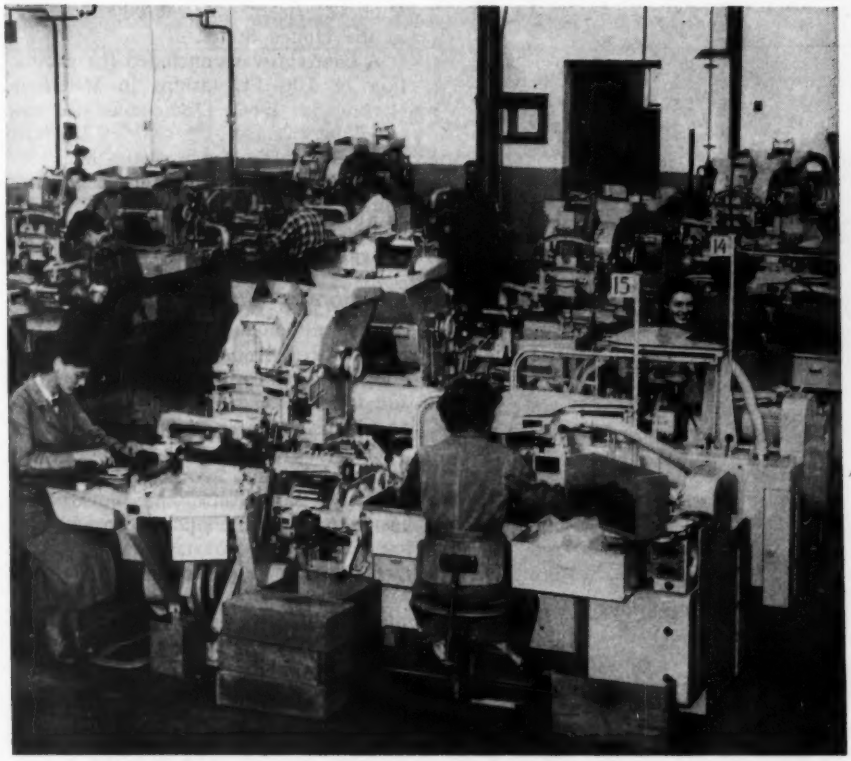
Special showings

At the end of 1964 there were 5,295 movie theaters in India (including 1,452 mobile theaters), with a total seating capacity of about 3.2 million. There are 50 theaters that show only American films and about 200 others that show American or other foreign films.

No raw film is produced in India. Imports of raw film from the Soviet Zone of Germany can be paid for in rupees and are relatively unrestricted. Imports from free world sources remain subject to an annual quota of about $840,000. Most of the quota is used to import negative film, with positive film being bought from the Soviet Zone of Germany.

The raw film factory of the Hindustan Photo Film Company, which is being built in Madras State, is expected to start partial operations during 1965. The factory will have a coating capacity of 12 million square meters of sensitized materials a year.

Plans call for production of 4 million square meters of black and white positive film, probably in 1966 or 1967. Production of negative film and possibly color film will be undertaken later.



GIRL CIGAR MAKERS are among the most productive workers in this Dutch factory. The Netherlands' consumption (combustion?) of cigars, among the highest in the world, is largely done by males, however.

Spurt in industrial production sparks surprising Dutch growth

Economic tempo faster than expected during 2d quarter; double taxation accord with U.S. due for substantial revision

The Dutch economy expanded at a faster tempo than generally expected during the second quarter. Industrial production rose 7% over the corresponding period of 1964, compared with official forecasts of a 4.5% gain for the entire year, and showed no signs of slowing down.

Foreign trade and consumption also reached record totals, while prices rose slightly.

Total Netherlands imports for the first half amounted to $3,554 million, only 1% above the like period of 1964. At the same time exports rose 11% to $3,055 million.

January-April imports from the United States fell 13% to $215 million below the like period of 1964, reflecting strikes in the U.S. East Coast and Gulf ports. The U.S. share of the Dutch import market dropped to 9% from 10.4% in the first four months of 1964. During the first quarter, particularly sharp increases were registered in imports of U.S.: milk and cream, which totaled $5.2 million, up 121%; office machinery, $3.2 million, up 115%; animal foodstuffs, $7 million, up 70%; miscellaneous raw materials, $3 million, up 43%; and organic chemical products, $6.1 million, up 39%. Decreases were reported for imports of U.S. cotton, which fell 41% to $4.4 million, and coal, which dipped 39% to $7.7 million.

Industry expanding

The industrial production index for April-May averaged 7% above the like period of 1964.

First quarter gains were noted in the metals manufacturing industry, up 8% from the corresponding period of last year. Steel production climbed 17% to 774 metric tons, while output of steel mill products totaled 517 metric tons, an increase of 6%.

Paper production rose 9% to 242 metric tons. A 7% production gain was posted in each of the construction materials, food processing, and glassware and ceramics industries. Output in the chemical and petroleum refining industry, up 10%, is expected to maintain a high level throughout the year.

The leather and rubber goods industries held at last year's first quarter levels, while production of textiles fell 6% and the shoe and clothing industries declined 2%, respectively.

Textiles hurt

Several Dutch textile firms and mills have shut down as a result of an influx of cheap textile imports from the Soviet bloc, Japan, and Hong Kong. Complaints from the Netherlands textile industry led the Benelux Governments to withhold import permits for textiles offered at "too low prices."

A record number of 31,709 passenger cars was sold in the Netherlands in March. First quarter figures show total sales of 69,000 passenger vehicles, a 15% increase over the corresponding period in 1964. Sales for the entire year are expected to reach 260,000 cars, 15% more than 1964.

The rate of completion of private dwellings continued to rise. Through May, 41,685 dwelling units were completed, a 24% increase over the like period of 1964. To stimulate production further, the Minister of Housing Affairs announced a bonus award program granting increased quotas for dwelling units to communities using labor-saving measures in housing construction.

In the oil/gas sector, the most significant event of the second quarter was the passage of the Continental Shelf Mining Bill by the Second Chamber of Parliament. This bill outlines the basic course which the Government plans to follow in tapping the natural resources in the Dutch sector of the North Sea.

Briefly, the bill (which applies only to off-shore activities) provides for: **(1)** creation of concession areas in the North Sea; **(2)** separate exploration and development licenses for petroleum companies; **(3)** Parliamentary approval for any State exploration activities; and **(4)** a maximum of 50% State participation with petroleum companies in the development of gas and oil deposits.

The bill, which still requires First

TANKERS STEAM into Europoort Harbor even before dredges at right have finished clearing channel.

Chamber approval, will probably come into effect by the end of 1965, at which time the Government will present implementing regulations specifying terms and conditions for petroleum companies interested in off-shore operations.

U.S. firms active

American companies continued to increase their investment activities in the Netherlands. The American Cyanamid Company organized a new subsidiary, while Varian Associates, Inc., of California established its first Dutch investment.

Dow Chemical International and the Bryon Jackson Division of the Borg-Warner Corporation are enlarging their respective production facilities. An IBM testing laboratory is under construction in Uithoorn.

To help finance construction of its oil refinery near Amsterdam, Mobil Oil plans to float a $28-million bond issue in Western Europe. Gulf Oil's Europoort refinery will be in operation soon, and Catex/Esso will expand their joint storage capacity in Europoort. Dupont N.V. plans to enlarge its facilities in Dordrecht.

Agreement was reached in principle on a substantial revision of the United States-Netherlands Convention for Avoidance of Double Taxation. The major feature of this revision would enable the Dutch Government to impose a non-reimbursable withholding tax of 15% on dividends paid to stockholders in the United States.

The rate would be 5% on dividends remitted by a Netherlands affiliate to its parent company abroad, provided the latter has at least a 25% equity in the affiliate.

The revised agreement will soon be submitted to both governments for ratification.

Wage and price rise

In July, Dutch workers received the first half of a bonus amounting to 2% of their annual wages. This bonus was based on progress achieved in the Dutch economy in accordance with an agreement made at the beginning of the year between trade unions and employer groups.

Unemployment continued at a low level, as expectations of a lessening demand for labor have not yet materialized.

The May cost-of-living index was 6% above May 1964. At the present rate, the 1965 rise in the cost-of-living index will probably exceed the 4.5% officially forecast.

For the first time since 1960, KLM reported an operating profit for the year ending March 31. The profit of $2 million compares with a $13 million deficit for the previous 12 months.

The Fokker aircraft company has been prominent in the news, with an announced sale of 12 Friendship airplanes in the United States.

A contract was concluded for production of 100 Friendships in Indonesia, starting in 1968. Discussions are also under way concerning sales of some of these aircraft to Communist China.

Fokker is also reportedly negotiating with a German aircraft factory for the joint construction of a twin jet aircraft designed to replace the DC-3.

Inflationary pressures

Despite the continuing anti-inflationary program in the monetary sector, fiscal and budgetary policies may be expected to add to inflationary pressures in the second half of this year. The first stage of a $276 million personal income tax reduction went into effect on July 1.

At the same time, the Government has increased its financial commitments for this year and next. Higher expenditures have been proposed in education, development aid, and allocations to municipalities.

In addition, the ceiling for borrowing by local authorities was raised and exemption of housing costs from this ceiling is under consideration.

The favorable development in the balance of payments, which started last year, continued through the first quarter. Even though the heavy influx of capital, which had been an important factor last year, declined substantially, the overall balance showed only a slight deficit of $5 million.

A major improvement occurred on current account, as imports declined while exports continued to expand and invisibles yielded a surplus sufficient to offset the trade deficit.

Lessening impact of taxes

Adjusting a company's international operations to lessen the impact of new U.S. tax rules and balance of payment measures will be the theme of a 3-day forum to be given by the Practicing Law Institute at New York's Waldorf-Astoria Hotel from Sept. 15-17.

More than 25 tax specialists from government and private practice will conduct the forum and will examine the difficulties of complying with highly technical laws and regulations relating to foreign business and suggest ways in which operating abroad can be modified to make compliance easier.

Further details concerning the forum on Operating Abroad Under Current U.S. Tax Rules and Economic Policies may be obtained from the Practicing Law Institute, 20 Vesey Street, New York, N.Y. 10007.

British seek vending machines as tourist trade shows rise

American manufacturers and suppliers of quick-service catering equipment and vending machines are invited to participate in an exhibition at the Trade Center in London, Jan. 18-28, 1966.

The Commerce Department's Bureau of International Commerce (BIC) has scheduled the show to coincide with the biennial International Hotel and Catering Exhibition in London's Hotel Olympia. The Trade Center show will be promoted widely in Britain and Ireland.

A BIC market survey shows that equipment with the best sales potential in the United Kingdom and Ireland includes microwave and infra-red ovens, grills, automatic meat-slicing machines, food mixers and mincers, fryers, pizza ovens, mechanical can openers, cooking ranges, deep-freeze storage equipment, dishwashing machines, waste disposal units, silver burnishing machines, and automatic dispensers for ice cream, fruit juices, wines and spirits.

Demands of tourists

Britain's tourist trade is stimulating demand for hotel and catering equipment that is compact and easy to operate and clean, and for machines to dispense food, drink and sundries.

The United Kingdom has about 144,000 commercial catering establishments. These include "pubs," restaurants, cafés, snackbars, fish-and-chips shops, catering contractors, hotels and canteens. Schools and hospitals account for an additional 31,000 institutional users of catering equipment.

The United Kingdom absorbs about $38 million worth of catering equipment annually and $6 million in automatic vending machines, the market survey discloses. By 1970, the market is expected to reach an annual sales volume of more than $48 million for catering equipment and $14 million for vending machines. The U.S. share of this market is believed to be less than 2½% of total sales.

The value of catering equipment sold in Ireland is more than $2.8 million annually. U.S. manufacturers have not taken advantage of this market, although it is expanding and promises to increase to about $4.2 million by 1970, the survey shows.

A catering equipment show at the London Trade Center last January, coincident with the international exhibition, drew almost 1,900 trade visitors. Twenty-nine exhibitors—15 new to the market—represented 36 U.S. manufacturers. On-the-spot sales amounted to $250,000. Orders under negotiation at the close of the show ran between $400,000 and $500,000. Five exhibitors appointed U.K. agents, ten others started working out agency agreements during the show, and three obtained agents outside the United Kingdom.

Write: Bureau of International Commerce, code 8194, Department of Commerce, Washington, D.C. 20230 (phone —area code 202 WOrth 7-3848), or get in touch with any Commerce Department Field Office.

Additional information about trade fairs and trade center shows is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Safety salon set in France

The third International Salon for Safety will take place in Nancy (Meurthe-et-Moselle) France, Oct. 6-11, 1966.

The exposition will be devoted to French and foreign products designed for human protection against accidents, both natural and professional, and should be of interest to American manufacturers of safety devices and materials.

The 1966 event will combine two previous expositions: the International Salon of Material for Professional and Industrial Safety, first held in 1963, and the International Salon of Material for Fire Fighting and Defense Against Disasters, which was created in June 1964.

Write: J. P. Detourbet, Commissaire General, Foire et Salons Internationaux de Nancy, Parc des Expositions, Nancy.

52 U.S. exhibitors to display wares at Interkama fair

Fifty-two exhibitors representing eighty-seven companies will participate in the U.S. exhibit of INTERKAMA, the International Convention and Exhibition of Automatic Measurements and Control Instruments, at Dusseldorf, Germany, October 13 to 19.

This is more than double the number of American companies that were represented in the last INTERKAMA held in 1960.

Gemini model

The U.S. exhibit, sponsored by the Department's Bureau of International Commerce (BIC) will feature measuring, testing and automatic control instruments. Models of the Gemini Capsule and Early Bird Satellite will be part of the U.S. display. McDonnell Aircraft Corp., of St. Louis, Missouri, manufacturer of the Gemini, will exhibit photometric recording cameras and analog signal correlators.

Many of the participants are young companies; 20 have never sold in Germany before. Typical of these American firms is Micro Instruments of Gardena, California. Micro was established only four years ago, specializes in digital instruments. The company will exhibit digital capacitance testers, a memory voltmeter and memory frequency counter.

The product spread of the U.S. Exhibit will range from highly-sophisticated computers to one-purpose instruments directed to special applications on the job or in the lab.

Still need laborers

A priority problem in Germany today is the continuing labor shortage. The demand for labor-saving devices within increasingly automated and rationalized production processes is growing. The product mix of the U.S. exhibit should offer German buyers many ways of meeting the labor problem.

In addition to the promotion effort of the fair itself, U.S. participants will benefit from the vigorous market development campaign that will be conducted by the Bureau of International Commerce for the next six weeks.

EXPORT EXPANSION DATES

Still time to participate in

International buyers will be pushing through the doors of trade fairs and centers this fall and winter to see what American manufacturers have to offer.

In Sweden, for example, a good market exists for commercial laundry and dry cleaning equipment. Italians have a renewed interest in boating accessories which they usually can't buy from their home sources. And the Japanese are determined to maintain their position as the country with the highest literacy rate.

These situations, among others, are ready to be exploited, and the Bureau of International Commerce stands ready in several ways to help the U.S. manufacturer sell more in these markets.

The export expansion dates on these two pages tell you what to sell—and where and when. The opportunity lies in commercial trade fairs, U.S. trade center shows and national exhibitions, trade missions and the Sample Display Service.

Very often it takes aggressive promotion to clinch the sale. But the task is made easier by exposing your products in the several ways listed here.

Exhibits in commercial fairs by the United States are selected after a market study shows a need for the product.

Trade Center shows, held in London, Bangkok, Frankfurt, Tokyo, Milan and Stockholm, are open by invitation to buyers, agents and wholesalers. They are limited to specific product lines.

There is still time for a U.S. manufacturer to enter any of these exhibits, if his product is acceptable, by **writing:** Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230 or **phoning:** Area Code 202 WO 7-5316 or 3137.

National exhibitions attempt to explain what life in the U.S. is like. They are usually held in Soviet-bloc lands.

Trade missions, made up of outstanding U.S. businessmen who set up person-to-person contacts with merchants and association officials in other lands, go out frequently and carry business proposals with them. **Write:** Bureau of International Commerce, Trade Missions, Code 8210, Department of Commerce, Washington, D.C. 20230.

The Sample Display Service, which puts products on view for 30 days, gives U.S. exporters low-cost service in Bangkok, Beirut, Manila, and Nairobi. This activity helps firms obtain local agents, distributors, licensees and investors.

Write: Bureau of International Commerce, Code 8198, Department of Commerce, Washington, D.C. 20230.

Machine tools, agricultural equipment. POLAND, RUMANIA. Neither country familiar with U.S. products but both seek to expand trade. Interest is rising as relations improve. **Trade Mission. Sept. 18-Oct. 16.**

Photographic products. SWEDEN. A chance to test new and advanced photo equipment and film in a highly competitive but profitable field. Products for use by both professional and amateurs will be accepted. **Stockholm Trade Center, Sept. 21-Oct. 1.**

Commercial laundry and dry cleaning equipment. SWEDEN. Good market for all types of U.S. commercial laundry and dry cleaning equipment, including vending machines. **Stockholm Trade Center. Oct. 20-29.**

Consumer and capital goods. SINGAPORE-MALAYSIA AND HONG KONG. U.S. Trade Mission. Business proposals to be carried to this area should be submitted by Sept. 3. **Oct. 23-Nov. 21.**

Light industry and food processing equipment. ETHIOPIA AND SUDAN. U.S. Trade Mission. Business proposals to be carried to this area should be submitted by Aug. 31. **Oct. 30-Nov. 27.**

Petrochemicals. IRAQ. Petrochemical utilization and by-products in retail trade, light industry and agriculture. **U.S. national exhibition. Baghdad. Nov. 1-28.**

Boating accessories. ITALY. Renewed interest in boating accessories not available from Italian sources. Small cabin cruisers and plastic out-board hulls have high marketability here. **Milan Trade Center. Nov. 2-8.**

Nondestructive testing and measuring equipment and instrumentation. GREAT BRITAIN. Wide sales prospects for aggressive U.S. businessmen willing to develop greater share of $32-million market—a market expected to reach over $62 million in 1970. **London Trade Center. Nov. 2-12.**

'AND WHAT DOES that lever do?' the visitor seems to be asking. The scene is from the display of Wisconsin engines at the Izmir international fair.

shows around the world

Do-it-yourself equipment. GERMANY. Home maintenance and improvement activities among German home owners are growing rapidly. High labor and construction costs provide a strong stimulant to this trend. **Frankfurt Trade Center. Nov. 11-16.**

Advanced teaching aids. JAPAN. Government and business interest in newest teaching techniques offers immediate market for U.S. teaching and audio-visual equipment. **Tokyo Trade Center. Nov. 15-20.**

Audio-visual and training aids. THAILAND. Educational equipment keyed to the developing Southeast Asia market. Show will coincide with UNESCO meeting of ministers of education and economic planning of 18 countries in the area. **Bangkok Trade Center. Nov. 22-30.**

Plant and equipment maintenance. SWEDEN. Rising labor costs, higher demands for improved maintenance and reduction in upkeep costs insure a prime export market for interested U.S. manufacturers. **Stockholm Trade Center. Nov. 23-30.**

Machine tools. SINGAPORE. Industrial expansion there provides excellent opportunity for U.S. firms. Strategic market despite withdrawal from Federation. **Singapore Machine Tool Exhibition. Dec. 5-19.**

Advanced industrial fasteners. JAPAN. Continuing industrial expansion offers new opportunities for little known U.S. products in the industrial fastener industry. **Tokyo Trade Center. Dec. 7-17.**

Analytical measuring instruments and laboratory apparatus. GREAT BRITAIN. Advanced scientific instruments, apparatus and equipment used in industrial and university laboratory research. **London Trade Center. Dec. 7-17.**

Production and packaging equipment for the electronics industry. GERMANY. The expanding electronics field in Germany needs U.S. production equipment, machinery, packaging tools and components and related materials. **Frankfurt Trade Center. Jan. 12-19.**

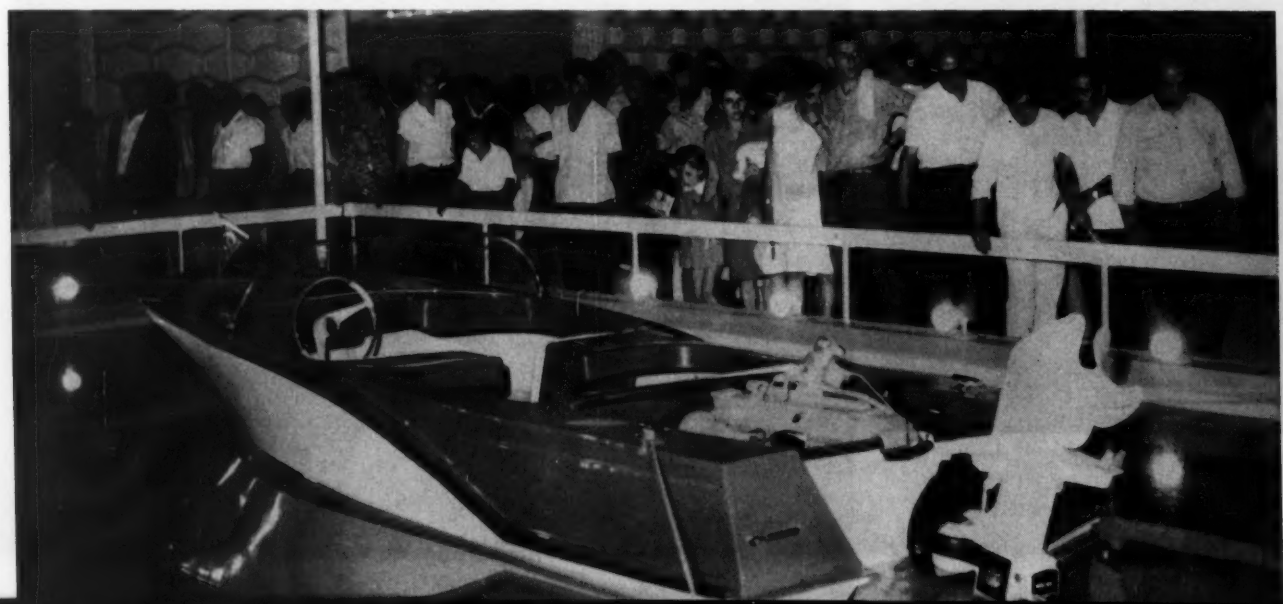
Hotel and restaurant equipment. UNITED KINGDOM. Exhibition will feature hotel and restaurant cooking articles and apparatus (including catering equipment), food handling and storage equipment, food and beverage dispensing machines, and an assortment of bar specialty items. In-plant feeding equipment designed specifically for mass unit feeding is excluded. **London Trade Center. Jan. 18-28.** See also Institutional Catering Equipment (below), Scandinavia.

Institutional Catering Equipment. SCANDINAVIA. In Denmark, Norway, Sweden and Finland, expansion of institutional and in-plant feeding facilities, as well as modernization through "culinary automation" of restaurants and hotels, is creating prime markets for U.S. manufacturers of catering and kitchen equipment. This exhibition, coupled with the London Trade Center show, affords U.S. firms a unique opportunity to reach important European markets. **Stockholm Trade Center. Feb. 3-10.**

Consumer and capital goods. SAUDI ARABIA AND PERSIAN GULF STATES. U.S. Trade Mission. Business proposals should be submitted by Jan. 5. **Feb. 10-March 12.**

Machinery and equipment for agriculture, industry and commerce; education and communication aids; home and recreation furnishings. ETHIOPIA. "For a Better Life and a Stronger Nation"—theme of **U.S. national exhibition, Addis Ababa. Feb. 22-March 13.**

ADMIRING VISITORS to the Izmir, Turkey, international fair gaze at an Eaton inboard-outboard engine mounted in a Turkish-manufactured fiberglass boat.



'Live Like An American' in Belgium

The Au Bon Marche department stores in eight Belgian cities recently gave their consumers a taste of what it's like to "Live Like An American." At the same time the promotion contributed to Belgian-American trade and friendship.

The photos on these pages show some of the displays in the Brussels store. The promotion was termed successful—in the commercial and public relations results, and in the short- and long-term effects.

The Brussels store manager said the greatest single result was that "it convinced management that luxury-priced American products can be sold here and this fact offers a greater potential for U.S. exports than any particular collection of American products we have carried.

LAWRY'S
24'
Ken-L Treats

COME TO THE FAIR!
skip

MECANISME D'UNE PISTE DE
BOWLING BRUNSWICK
RAMASSE ET REPLACE LES QUILLES
Colem

Computers, control equipment added to London center show

New market information coming to the attention of the Commerce Department's Bureau of International Commerce has resulted in the decision to feature additional commodities in the Nondestructive Testing and Measuring Apparatus show at the U.S. Trade Center in London.

The show scheduled for November 2-12 now will be opened to include specialized computers and process control equipment. Demand for this equipment has been spurred by the new Ministry of Technology established by the Labor Government.

The Ministry's first announced program is an effort to spread the use of computers. A recent study showed that the U.K. uses only 28 computers per 1-million of labor force, compared with 56 for Sweden and France, 47 for West Germany and 38 for Italy. Britain now buys about $374 million worth of instruments and systems annually, and this amount is expected to rise.

The total market for control instruments is estimated to be in the neighborhood of $19.5 million with the U.S. share expected to reach $5.9 million.

American manufacturers of specialized analog computers and special purpose process control equipment used in conjunction with testing and measuring equipment are urged to consider participation in the Trade Center show.

British buyers, agents, distributors and scientists representing chemicals, electricity, electronics, petroleum, motors, electrical machinery and the machine tool industries will attend the show.

For further information firms may write to the Bureau of International Commerce, Code 8194, U.S. Department of Commerce, Washington, D.C. 20230 or phone Area Code 202 WO 7-4652.

Long and short of it all to be displayed in London

A 2½-ton machine and a screw the size of a pinhead illustrate the wide range of U.S. products to be displayed in the Advanced Fasteners Exhibition Sept. 7-17 in the Trade Center in London.

Twenty-eight American manufacturers will take part in the show under the auspices of the Commerce Department's Bureau of International Commerce (BIC).

The exhibit will feature industrial fasteners, applicators and fastener-producing machines that cut labor costs and increase productivity. Included are tapping screws, blind fasteners, a thread-rolling machine, self-locking nuts, bolts and screws, quick-release fasteners, miniaturized micro set nuts and screws, specialized pins and insets, and applicators and tools.

Market surveys by BIC reveal that British industry, which makes a complete line of standard fasteners, looks to the United States as the primary source of innovations in advanced industrial fasteners.

Mountain climbers test U.S. packaging on Afghanistan trip

A pioneer American mountaineering expedition into Northern Afghanistan was used to test paper packaging destined for use by U.S. shippers.

The Georgia-Pacific Company, Portland, Oregon co-sponsored the expedition in order to test special light-weight corrugated paper boxes designed for rain and snow and rough handling.

The containers are manufactured in Buena Park, California using linerboard from Toledo, Oregon and corrugated medium from Santa Clara, California. Designed to save thousands of ton-miles of excess weight on the ocean voyage and the long overland trek from Kabul into the back country, the containers have half-inch thick walls to protect food and other supplies from moisture, heat and cold.

Expedition leader Graham Stephenson said the lightweight boxes enabled the group to travel fast. Seven peaks in the 18,500 foot category were climbed for the first time by Americans. The group reported "discovering" more than 1900 unmapped major peaks in the Ptsigron Pass region of the Hindu Kush range.

Frankfurt Center to feature show on pulp and paper

More than 30 American manufacturers of equipment and materials for the pulp and paper industry will present their products at the Trade Center in Frankfurt Oct. 20-27.

The exhibition, the first government-sponsored trade show for this industry, will offer displays of machines and materials and will be the focal point for practical discussions of the latest developments in the paper-making field.

Products to be exhibited are:

Paper finishing equipment, pulpers and pulp refiners, sheet formers, box-making machines; machine components, including roller guides, web controls, corrugated paper die cutters, showers and nozzles; pumps, valves, consistency controls, compressors, clutches, filter components, suction box covers and felts.

Also burner controls and temperature indicators; paper-making chemicals, dissolvers, pulpstones and abrasives testing equipment and instruments; handling equipment, including air-jet conveyors, bale wire binders and tools for bale strapping.

Fiddle, banjo music start 'Texas Week'

"Right hands 'cross, 'round you go, chicken in the breadpan pickin' up dough," the man called out as colorfully costumed square dancers promenaded and swirled.

This did not take place at a square dance festival in the Smoky Mountains or at a hoedown in the Ozarks. It happened in the town square of Wiesbaden, where Karstadt, Germany's largest department store chain, recently sponsored a "Texas Week" promotion.

The promotion is part of the chain's mid-summer feature, "Markets of the World."

An authentic reproduction of a prairie schooner tied up in front of the Wiesbaden store gave the store window decorations "a look of the genuine article," the U.S. Consulate General in Frankfurt reported. Store personnel in western jeans and ten-gallon hats helped further the theme.

U.S. exports totaling $28.2 million approved for USSR, Eastern Europe during second quarter of 1965

Commerce Department report shows $6.7 million drop from first quarter total; USSR and Rumania held list

U.S. goods valued at $28.2 million were approved for export to the USSR and Eastern European countries during the second quarter of 1965, according to the Department of Commerce.

The total was $6.7 million below the $34.9 million approved in the first quarter of the year, the Department's 72nd Quarterly Report on Export Control said.

The report shows the total value of U.S. goods approved for export to the USSR and Eastern Europe in the first half of 1965 was $63 million. This compares with $361.3 million in the first half of 1964 when export applications were mostly for grain shipments.

Principal destinations of shipments approved in the second quarter of this year were:

USSR, $8.2 million; Rumania, $7.7 million; East Germany, $4.5 million; Hungary, $4.1 million.

Agricultural goods lead

Agricultural products valued at $8.7 million made up the largest category.

Chief commodities in the group were soybeans, soybean meal, nonfat and dried skim milk, yellow corn, tobacco and butter. Principal destinations were East Germany, $4.3 million; Hungary, $3.1 million; Bulgaria, $1 million.

A total of $6.9 million in equipment and materials to operate and maintain a catalytic cracking unit at a petroleum refinery in Rumania constituted the second largest category.

Other principal products, all for the USSR, were industrial chemicals, $2.9 million; cellulose acetate, $800,000; and cotton defoliant, $800,000.

Export license applications covering $2.8 million of U.S. goods, principally electronic computer systems and parts valued at $1.7 million proposed for export to Czechoslovakia and Hungary, were rejected during the second quarter.

License applications for magnetic tape machinery, transmitter consoles, receiver units and copper scrap also were rejected.

The value of goods approved for export in a given quarter is not necessarily reflected in amounts actually shipped during that quarter.

The report shows U.S. exports to Eastern European destinations in the first quarter of 1965 totaled $25.3 million, down from $37.5 million in the last quarter of 1964.

Chief customers were Poland, $9.7 million and the USSR, $7.9 million. Soybeans, butter and inedible tallow were the principal commodities.

Imports increase

U.S. imports from Eastern Europe in the first quarter of 1965 reached $30.7 million, compared with $26.6 million in the last quarter of 1964.

Poland was the chief supplier with $14.5 million worth of goods, principally canned hams, other meat products, and certain iron and steel forms. The USSR was second with $10.3 million worth, principally palladium, rhodium, and chrome ore.

The report also summarizes recent Congressional amendments to the Export Control Act, which has been extended until June 30, 1969.

To obtain "Export Control, Seventy-second Quarterly Report" available at 20 cents a copy, **write:** Superintendent of Documents, Government Printing Office, Washington, D.C., or any Department of Commerce Field Office.

DROP FORGING MACHINERY

German machinery manufacturer wants a license to produce new types of machinery, equipment for drop forging.

Write: Machinenfabrik Hasenclever AG, 25 Witzelstrasse, 4 Duesseldorf, Germany. WTD.

Venezuelan airline to get two U.S. jet aircraft

Venezuela's international airline, Venezolana Internacional de Aviacion, S.A., (VIASA) will purchase two U.S. Douglas DC-8 jet aircraft to replace smaller aircraft and complement its fleet to reduce leasing in its growing service to the U.S. and Europe.

The purchases will amount to $17 million. Of $13.5 million to be financed, $12.2 million will be lent by the Chase Manhattan Bank of New York on the basis of an Export-Import Bank guarantee for the later maturities.

The balance will be financed by the Douglas Aircraft Co. and the United Aircraft Corp., the supplier of the engines.

The transaction is repayable over seven years.

Iraq Government to buy U.S. electric generating unit

The Iraqi Government is buying a U.S.-made 67.5-megawatt steam turbine electric generating unit for the Baghdad South Power Station to help expand the country's power system.

General Electric Co. will supply and install the unit. Foster-Wheeler Corp. of New York has been selected to supply boiler equipment and engineering design, and supervision of construction will be performed by Sanderson and Porter, Inc., also of New York.

The $9.4 million project is expected to assist materially in establishing the national power grid, now scheduled for completion in 1967. The expansion also will provide adequate capacity to meet the immediate demands of Iraq's developing industry.

The Export-Import Bank will partially finance the purchase and installation of the unit with a $5.3 million loan to the Iraqi Government. The loan is repayable over 12 years, beginning in 1968.

ELECTRICAL MATERIALS

A French firm manufacturing plastic products used by electrical and mechanical industries seeks agreement with a U.S. concern with a view to obtaining licensing rights for the manufacture in France of small electrical materials and fixtures made of plastic, such as switches, plugs, sockets, small appliances.

Write: Trolitan at Bitche (Moselle) France.

Firms, individuals in Austria denied U.S. export rights

Charged with illegally shipping U.S. electronic gear to Hungary

PI-MO K. Pirker & Co., and its two partners, Karl Pirker and Mrs. Elfriede Mondschein, along with Erwin Tautner, of Vienna, have been denied all U.S. export privileges, for participating in a scheme for illegal re-export of U.S.-origin electronic equipment from Austria to Hungary.

The denial order, issued by the Bureau of International Commerce and effective Aug. 31, also applies to PI-MO Technische Industrieprodukte und Elektronik G.m.b.H., successor to the old PI-Mo firm, and in which Pirker and Mrs. Mondschein are partners.

The action was taken after an investigation. BIC said that Tautner, an electronics engineer who was able to obtain U.S. electronic equipment, devised the scheme, and the PI-MO firm cooperated in carrying it out. Tautner arranged to sell the equipment to an Italian firm, SOCORIN, which is already under denial of U.S. export privileges.

False representation

At Tautner's request, BIC's investigation disclosed, PI-MO falsely represented to the Austrian authorities that the equipment was for its own use in Austria and on this basis obtained an Austrian Import Certificate. After the equipment was imported into Austria, Tautner assisted SOCORIN in having it reexported to Hungary, an unauthorized destination.

The sanctions are for the duration of export controls. However, the PI-MO respondents may apply after three years and Tautner after five years to have their export privileges restored conditionally while they remain on probation.

All outstanding validated export licenses in which the respondents have an interest are cancelled, and they are prohibited from dealing in goods and technical data exported from the U.S.

The sanctions apply to their agents and employees, and all parties are forbidden to engage in export operations with them involving U.S.-origin commodities or technical data.

Latin American roundup

Market Profiles for the American Republics (OBR) 65-55) is the fourth oin a series of reports containing one-page economic summaries of major countries in the five geographic trading areas of the world.

The summaries provide basic factual information commonly requested by businessmen and others seeking general intelligence regarding U.S. trading partners.

The 21 American Republics reviewed constitute a region of great importance to U.S. business and possess a growth potential that offers promise for further expansion and diversification of U.S. trade and investment.

In 1964, U.S. exports to the American Republics aggregated $3.8 billion, equivalent to 15% of the worldwide total.

As of year-end 1963, U.S. direct investments in the area approached $10 billion, or nearly 25% of the total for all areas.

Previous reports have dealt with Africa, Europe and the Far East. The final report will cover the Near East and South Asia.

The series will be repeated and brought up to date each year.

Single page reprints for each country are available on request from the Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C.

Overseas Business Reports are priced at 15 cents apiece and can be ordered from any Commerce Field Office or the Superintendent of Documents, GPO, Washington, D.C. 20402.

El Salvador bank seeks shoe venture

The Financiera de Desarrollo e Inversion, S.A., a private El Salvador bank, representing a group of Salvadoran investors seeks a joint venture with an experienced U.S. shoe manufacturer to establish a new shoe factory in El Salvador. Ladies' and men's shoes would be produced for the entire Central American market.

A total investment of approximately $1 million is contemplated of which one half would be asked. In addition, the U.S. firm would provide technical assistance under a licensing arrangement.

Write: Financiera de Desarrollo e Inversion, S.A., San Salvador, El Salvador.

Shipping line gets nod for converting to containerships

Maritime agency approves plan for regular Isbrandtsen service

The world's first regular international containership service, to be instituted by American Export Isbrandtsen Lines (AEIL), Inc., has been granted approval by the Maritime Subsidy Board, U.S. Department of Commerce.

Nicholas Johnson, Chairman of the Board and Maritime Administrator, said of the move:

"This pioneer venture will give us a chance to gain valuable experience in containership operation at a relatively low cost. It promises to reduce both construction and operating-differential costs for the Government and stands a good chance to show a profit for the company. This is the type of increased shipping capability that we want to promote in the American Merchant Marine."

Bulk carriers

The Board has approved the payment of construction and operating-differential subsidy for conversion and operation of two bulk carriers, the *TransIndia* and *TransOrient*, purchased for $2,350,000 each from Hudson Waterways Corp. by AEIL. As bulk carriers, the ships have for the past three years been engaged in carrying Department of Agriculture grain to India, so that their conversion into containerships will not affect the availability of ships for commercial bulk service.

The Board has approved the award of a conversion contract to Sun Shipbuilding and Dry Dock Co., which bid $7,720,000 on a fixed price basis for the two ships. The Board agreed to subsidize operation of the ships on U.S. Essential Trade Route 5-7-8-9 (U.S. Atlantic to United Kingdom and Continent) for a minimum of 18 and maximum of 26 sailings per year.

Service on Trade Route 5-7-8-9 by U.S. flag ships was held to be inadequate by the Board (U.S. ships carry less than 25% of the trade on the route) and the proposed additional service is calculated to lessen the inadequacy without exceeding the authorized number of subsidized sailings.

ECSC okays pool for steel production

The High Authority of the European Coal and Steel Community has approved an agreement by four German steel firms to pool their orders for merchant bars and sections (hot rolled bars and smaller bar shapes) through a single joint agency, the Stab-und Formstahl Kontor of Essen.

As a result, the combine consisting of Dortmund-Hörder Hütteunion, Hoesch, Hüttenwerk Oberhausen, and Mannesmann will be the second largest Community producer of merchant bars, with 8.9% of total community production, and the largest producer of shapes and sections, with 15.1%.

The four firms will retain all their present production lines, but will operate in quarterly shifts (the "carousel" system), during which each will specialize in certain specified products.

Allocation process

The joint agency will allocate orders among the producing firms according to the products demanded. It will not, however, act as a sales agency, each firm continuing to maintain its own marketing organization.

The case for the production pool was advanced by the firms and approved by the High Authority under Article 65, Section 2, of the ECSC Treaty, which permits authorization of cartels and concentrations if the High Authority finds that specialization will contribute to a substantial improvement in the production and distribution of the products in question.

Before making its finding, the High Authority examined fully the market and the competitive positions of the four firms. It limited its approval to a term ending Dec. 31, 1967 and required that the firms submit to it a report after one year's operation as a pool.

EEC defers duty increase on manufactured tobacco

The Commission of the European Economic Community has authorized the Benelux countries to postpone for the third time the raising of duties on manufactured tobacco toward those of the Common External Tariff.

The Commission's decision, valid through June 30, 1966, applies to cigarettes, cigars and cigarillos, pipe tobacco, chewing tobacco and snuff (CXT 2402A, B, C, and D) imported from third countries for consumption in Benelux.

The respective CXT rates on these products are 180, 80, 180 and 100 percent ad valorem. Upward alignment of the Benelux duties on the CXT duties, according to the schedule of the Rome Treaty, as accelerated, in the absence of EEC internal tax harmonization on manufactured tobaccos, would have been particularly onerous to the Benelux countries since their excise taxes on these products are particularly steep. Prices to consumers would be greatly increased with resultant curtailment of imports.

The decision states in its preamble that the difficulties peculiar to Benelux as a result of its tax structure on imported manufactured tobacco (duty plus excise tax on retail sale price) will disappear with the harmonization of EEC internal taxation on tobacco products.

It adds that harmonization along lines very close to the Benelux fiscal structure is not to be ruled out and that, in such a case, the CXT will have to be modified.

Germany permits imports of additive 'Myvacet'

Germany has amended an ordinance on the surface treatment of fruits to permit acetylated monoglyceride (trade name "Myvacet") to be used as an additive to the surface of dried raisins (except currants).

The maximum tolerance provided for "Myvacet" amounts to 6 grams for one kilogram of dried raisins inclusive of their natural waxes. The purity requirements are Reichert-Meissl value of 75-150, and an acetic value not exceeding 6. There should be no remainders present from the catalysts. The addition of acetylated monoglyceride must be indicated by the marking "with glycerides."

As of last June 30, paraffin oils may not be used in the surface treatment of dried raisins.

The amendment was published in the German Federal Law Gazette, *Bundesgesetzblatt* I, No. 31 of July 23, 1965, copies of which may be obtained from Bundesanzeiger Verlagsges. G.m.b.H., Bonn, Germany.

World Trade Information Service report, *Food Regulations of Fed. Rep. of Germany and West Berlin*, Part 2, No. 61-12, March 1961, should be amended accordingly.

Austria opens free port, zone in Vienna

The first part of the Vienna-Freudenau free port and customs free zone, authorized by the Austrian Finance Ministry in June 1964, has been opened.

Because of the construction of the Rhine-Main-Danube canal, which will extend the radius of Danube shipping to Basel, Strasbourg, the Ruhr area, and Rotterdam, prospects for the Vienna free port are considered particularly good. Goods traffic to and from Piraeus, Alexandria, and Haifa is also expected to increase.

Austrian customs free zones not only offer facilities for storing goods in bond, but also grant certain tax advantages to exporters and importers operating through these institutions.

Subsidiaries of U.S. firms in Austria which have taken advantage of the free zones have reported considerable savings in turnover tax payments without increased costs or delay in deliveries.

Assembling or finishing of products for the European market can be done free of tax in Austrian customs free zones. If the value of the merchandise is increased by at least 33.3% by the processing performed in these institutions, local authorities will issue an Austrian certificate of origin for export to other countries.

If the merchandise is then shipped to another European Free Trade Assn., (EFTA), country (Sweden, Denmark, Norway, United Kingdom, Portugal, and Switzerland), it is subject to EFTA tariff rates, which are currently 70% lower than the rates applied to non-EFTA members.

Free trade zones are already in operation in Austria at Linz, Innsbruck, and Graz.

The OBR *Foreign Trade Regulations of Austria*, 64-57, June 1964, should be revised accordingly.

ELECTRICAL MACHINERY

French manufacturer of special types of electrical equipment such as large motors and generators seeks license from U.S. firm to produce special units of electrical machinery and equipment.

Write: Ets. Clemessy, 13, Rue de Phastatt, Mulhouse (Haut-Rhin) France. WTD.

EEC will survey farm management

The European Economic Community will make an information survey on farm management in the Community with particular emphasis on agricultural incomes.

A regulation establishing the survey was originally proposed by the Commission in March 1963. It will enable the collection and evaluation of data on agricultural incomes and economics within the Community. This will help to determine why farm incomes so often vary from those in comparable areas of industry.

Data developed from the survey will be used as the basis of an annual report the Commission will make to the Council of Ministers and the European Parliament, under the title, "Situation in Agriculture and Agricultural Markets in the Community."

The regulation calls for a basic survey of about 1.7 million farms out of the seven million farms in the Community. Some of the data to be developed concern commodities produced, areas planted and harvested, types and ownership of farms, and agricultural costs and incomes.

The basic survey is to be carried out in 1965, and eight special surveys are scheduled for the period 1966-1970. The questionnaire for the 1965 survey will be drawn up on the basis of a sample survey of 7,000 farms which the Community made in November-December 1964.

The official text of the regulation is contained in the *Journal Officiel* of the Community, #109 of last June 23.

Write: European Communities Information Service, 900 17th St., N.W., Washington, D.C.

EEC reduces charges on some cereal imports

The European Economic Community has reduced import charges on certain processed cereals with manioc or rice base, originating in the Associated African States and Madagascar, and in the other Associated Overseas Countries (AOC), effective from last July 1 through May 31, 1969.

Processed products with cereal, including rice, base (covered by the Council's regulation No. 141/64) originating in an AOC remain subject, upon importation into the EEC, to a levy consisting of a variable component applicable to third country trade and a fixed component applicable to intratrade, except as provided by the present regulation's Art. 2.

Art. 2 provides especially favorable treatment for the following processed products of AOC origin (CXT Nos. in parenthesis):

Denatured manioc flour and semolina (ex1106A), fixed levy component equal to zero; Manioc starch, through 12/31/66, no levy within an annual tariff quota which for each importing Member State is equal to the average of the quantities imported by it from the AOC's as a whole during the base period 1962-1964, and from 1/1/67, no fixed levy component (ex 1108AIV).

Bran, sharps and other residues from the sifting, milling or other treatment of rice grains (ex2302), variable levy component to be equal to that applicable to the processed product in question with the lowest starch content.

Untapped French Market

The U.S. Embassy in Paris has reported that an unexploited market for U.S. insulated decanters, pharmaceutical jars, bathroom jars and other decorative glassware exists in France.

For the report, *Pottery and Glassware—Current Trade and Outlook*, on loan, **write:** Commercial Intelligence Division, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Indian company proposes cast iron pipe venture

The Kerala State Industrial Development Corp. and an Indian export firm jointly plan to establish a cast iron spun pipe plant in Kerala and seek a joint venture with an experienced U.S. cast iron spun pipe manufacturer.

The proposed plant, with an initial annual capacity of 50,000 metric tons, is expected to produce pipe in approximately 20 foot lengths with bore measurements varying from four to 24 inches.

The total financial outlay for the project is estimated to be about $3.7 million, of which $1.6 million will constitute the cost of needed equipment and accessories. Financial assistance from the U.S. partner would be used to defray equipment costs.

In addition, the U.S. firm would be expected to provide technical know-how and the services of technicians.

Write: Doongursee and Sons, Maneckji Wadia Bldg., 127 Mahatma Gandhi Rd., Bombay 1, India.★ WTD.

EEC Journal publishes CXT duty suspensions

The Journal of the European Economic Community has published suspensions of the Common External Tariff for the Jan. 1-Dec. 31, 1965 period on several products imported into all Member States from third countries.

CXT numbers, products, and reduced duty rates (in percent ad valorem followed by the suspended duties in parenthesis) follow:

ex1402BI—Vegetable hair, Free (3); ex2927—Acrylonitrile 7(17); ex3819Q—Briquettes with silicon carbide base, 12% (18%); 4501A—Natural cork, unworked, in slabs or parts of slabs, of a thickness exceeding 30 mm., 4(5); 4501B—Other natural cork, unworked, and cork waste, 4(8); ex4801EII—Japan vellum (special long-fibre paper for making sausage casings and the like), Free (16).

Germany opens import quota for fresh flowers

Germany has established an import quota of unannounced size for fresh cut flowers other than cut tulips, cut hyacinths, orchids and anthuria imported from various countries including the U.S.

Applications for import licenses may be made until the exhaustion of the undisclosed value limit but not later than Dec. 30. The licenses will be valid for importation of the flowers during Oct. 1 to Dec. 31.

Import market re-opening postponed by Uruguay

Uruguay has extended for 30 days the prohibition on imports other than prime necessities.

The second stage in the re-opening of the market, which allows the importation of raw materials and other semi-necessities, has been postponed until Sept. 16. The local press gives two reasons for the delay—lack of foreign exchange resources and pending refinancing of Uruguay's foreign debt.

Ceylon licensing

The Government of Ceylon has announced that Direct User applications for licenses to import radio spare parts during the remainder of 1965 will be accepted from workshops engaged in radio repairs.

Ecuador prepares investment study

The Central Bank of Ecuador has prepared a pamphlet describing opportunities for U.S. private investment in industries such as Kraft paper, molasses, caustic soda, sulfuric acid, synthetic fibers and tropical fruits, as well as a number of investment incentives to U.S. firms establishing operations in Ecuador.

The 17-page pamphlet is available at no charge to U.S. firms and individuals.

It covers a wide variety of subjects ranging from the country's physical characteristics, economic structure and industry, to mining, labor, banking and foreign exchange and investment.

Of particular interest are the services to potential investors offered by Ecuador's Development Center (CENDES) and a detailed listing of legislative and administrative provisions designed to benefit foreign firms investing in particular types of industry.

In addition to emphasizing the importance of industrial opportunities which have been accorded high priority, the pamphlet lists 59 opportunities in other industries.

Firms and individuals wishing to obtain a copy of the pamphlet "Invest in Ecuador" and a reprint of a *New York Times* article "How to Profit now by Ecuador's Opportunities", **write:** Commercial Section, Embassy of Ecuador, 2535 15th St., NW., Washington, D.C. 20009.

Firms interested in learning whether feasibility studies are available on various industries, **Write:** CENDES, Box 2321, Quito, Ecuador.

LICENSING ARRANGEMENTS

A German manufacturer of gas and diesel driven generators and other machinery for the building industry is interested in licensing arrangements with reputable U.S. firms for manufacturing domestic and commercial trash burners; atom bomb shelters of the latest type; bank security devices; equipment for reducing old automobiles to scrap; and exhaust blow-by devices for automobiles.

Write: Polyma Machinenbau, Dr. Appelhans GmbH, 112-120 Frankfurther Strasse, 35 Kassel, Germany. WTD.

Investment assistance

It is suggested that firms responding to investment opportunities listed in this section may wish to notify the Bureau of International Commerce of their action, so that further assistance may be extended where appropriate. A post card, or simply a carbon of the letter addressed to the foreign firm will be sufficient to insure receipt of additional information as available.

A (*) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by contacting BIC-8630, Room 1520, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4065 or WO 7-5367).

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce (BIC-8120), Room 6059B, Department of Commerce, Washington, D.C. 20230.

Pakistani firm requests pharmaceutical licenses

A leading Karachi importer of pharmaceuticals, drugs, medicines, chemicals and surgical instruments, who recently acquired a pharmaceutical manufacturing facility, is interested in U.S. licenses to manufacture various pharmaceutical products.

To meet the growing requirements of public and private health programs, the Government of Pakistan is reportedly concerned that local industry meet medical and pharmaceutical needs.

Write: Orient Trading (PAK) Corp., G.P.O. Box 391, Hemani Mansion, Bunder Rd., Karachi, Pakistan. WTD.

CANNING VENTURE

Spanish firm operating fish cannery in Northern Spain and a pilot plant in the vicinity of Madrid devoted to the canning of all kinds of foodstuff seeks joint venture with U.S. company.

Write: Jose Marino Linaje, 3 Emperador, Laredo, Santander, Spain. WTD.

Several Indian firms want joint ventures

Several Indian firms would like to negotiate joint ventures with experienced U.S. manufacturers of malleable iron castings.

U.S. firms are asked to provide financial participation, principally in the form of machinery and equipment and technical know-how.

Reportedly, a substantial gap exists between Indian production and demand for malleable iron castings. According to India's "Financial Express", the country produced only 11,000 metric tons last year, and current annual demand is about 27,500 metric tons is expected to increase to over 100,000 metric tons by 1970.

The Government is reported to have issued licenses for the manufacture of malleable iron castings to 26 units, representing a total additional production of 50,000 metric tons a year.

Letters of intent have been issued to a number of firms representing an additional capacity of 30,000 metric tons a year, while three existing units have been authorized to expand production. Many of the Indian firms granted licenses to establish malleable iron casting plants are seeking collaboration with U.S. manufacturers on a joint venture basis.

Write: Indian Investment Centre, 708 Third Ave., New York, N.Y. 10017.

TANNERY

Australian firm seeks joint venture with U.S. company to establish an upper-leather tannery in Queensland. Production of all types of upperleathers, heelgrips, and linings from hides, yearlings, calf and kangaroo contemplated.

Write: H.P. Luttgenroth, 166 Park Rd., Yeronga, Brisbane, Queensland, Australia.

BOILERS

South African engineering firm seeks license to manufacture horizontal and vertical boilers with a capacity of 500 to 4000 lb. steam evaporations an hour. Firm interested only in boilers of welded construction.

Write: Almaks Engineering (Pty), Ltd., P.O. box 34, Industria, Johannesburg, South Africa. WTD.

Water supply systems planned by Iraq open to construction bids

The Directorate General of Planning & Design, Ministry of Municipal & Rural Affairs, Baghdad, invites qualified construction firms to submit bids for water supply systems at Kumait, al-Uzair, Bussiya, Shabka, and Parwana.

Kumait, Amara Liwa: Tender Notice No. 34, construction of water treatment plant with approximate capacity of 400,000 gallons daily. Bid deadline, Nov. 2; terms and specifications, $42 per copy, plus air mail charges.

Al-Uzair, Amara Liwa: Tender Notice No. 35, construction of water treatment plant with approximate capacity of 800,000 gallons daily. Bid deadline, Nov. 2; terms and specifications, $42 a copy, plus air mail charges.

Bussiya, Diwaniya Liwa: Tender Notice No. 36, construction of water supply system. Bid deadline, Nov. 16; terms and specifications, $19.60 per copy, plus air mail charges.

Shabka, Diwaniya Liwa: Tender Notice No. 37, construction of water supply system. Bid deadline, Nov. 16; terms and specifications, $19.60 per copy, plus air mail charges.

Parwana, Diyala Liwa: Tender Notice No. 38, construction of water treatment plant with approximate capacity of 800,000 gallons daily. Bid deadline, Nov. 2; terms and specifications, $56 per copy, plus airmail charges.

Specifications may be ordered from the Directorate General of Planning & Design, Baghdad. One set of specifications for each system is available for review by construction firms and equipment manufacturers located in the U.S. in the Office of Water Industries & Engineering Services Division, BDSA, Rm. 4111, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO-7-4347. This office can also provide a list of Iraqi water works contractors, in the event that manufacturers may wish to contact them regarding supply of materials and equipment for contracts awarded locally.

Fertilizer project documents made available for review

Terms, specifications and contract documents for Iraq's Basrah fertilizer project have been received and are available for review by firms located in the U.S. in the office of the Water Industries & Engineering Services Division, BDSA, Rm. 4111, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO-7-4347. (INTERNATIONAL COMMERCE, Aug. 23, p. 31.)

Rhodesia seeks civil aviation multi-channel tape recorder

The Department of Civil Aviation has issued tender specification No. GEN 2731/ST-3, tender No. 0531, calling for a 20 channel tape recorder, playback, time injection system, supply of tape and other ancillary equipment.

The tape recorder is to have a minimum of 20 channels, with two tape decks, providing continuous 24-hour recording in 1" tape, with playback facilities and self-monitoring equipment to be included in the recorder.

The playback equipment should be completely compatible with the recorder and capable of simultaneously playing back the time channel and any two recording channels. The tape reels should have standard NAB hubs.

Bid deadline is Oct. 14 at the office of the Secretary, Rhodesia Government Tender Board, P.O. Box 8075, Causeway, Salisbury, Rhodesia.

Loan copies of the specifications are available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4036.

Panama plans installation of microwave system; will issue invitation to bid

Panama's Ministry of Public Works is expected to call for bids some time this month for a microwave system to connect Panama City and La Charrero, via the Island of Tobaga.

The system, to be operated by the Direccion General de Correos y Telecommunicaciones, will have a capacity of 60 telephone channels, initially equipped for 40 channels.

Copies of the specifications and the bid documents may be purchased for $20 by certified check from the Ministerio de Obras Publicas, Aptdo. 1632, Panama, Republic de Panama.

The bid deadline will be 30 days after publication of the call for tenders in the Official Gazette.

Loan copies of the specifications, in Spanish, are available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4036.

H. F. receiving terminals sought in Iraqi tender

The Iraqi Ports Administration, Basrah, has issued tender No. 139/65 calling for the supply of a dual diversity H.F. receiving terminal. The installation is to consist of one receiving unit equipped for I.S.B., SSB (upper or lower) telephony and FSK telegraphy; two aerial multicoupler units, two aerial matching units, two towers, 100 feet, and all accessories and spare parts.

The equipment, to operate in the 2-30 Mc/s band, should meet or exceed the 1963 Geneva CCIR recommendations and be equipped to offer at least four crystal controlled frequencies.

Bid deadline is Sept. 23 at the Offices of the Director General, Iraqi Ports Administration, Maqal, Iraq.

Loan copies of the bid terms and conditions are available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4036.

Prequalification bids invited by Morocco for dam construction

The Office de Mise en Valeur Agricole, Boite Postale 432, Rabat, intends to issue a call for bids for the construction of a dam at Ait Aadel on the Tessaout River, and wishes to draw up a list of selected bidders to whom specifications will be sent.

The call for bids will concern all the civil engineering works related to the construction of the dam, including the supply and installation of mechanical (not hydro-electrical) equipment. The dam will be an earth dike 82 meters high; the total volume of the dike embankments will be 4,600,000 cu. meters.

Firms wishing to participate in subsequent bidding on this project should request a questionnaire and application form from the above or from Coyne & Bellier, Bureau d'Ingenieurs-Conseils, 19 Rue Alphonse de Neuville, Paris XVIIe, France.

The deadline for receipt of applications is Oct. 11. Correspondence is preferred in French.

Generator sets needed for NATO project in Italy

The Italian Government's Foreign Office has announced project No. 005, calling for the supply of eight, 80 KVA (KW 64) trailer mounted generator sets prepared for continuous parallel operation.

U.S. firms, certified eligible to participate in NATO International Competitive Bidding, must submit requests for bidding by Sept. 15, enclosing a completed, specially designated Italian Government questionnaire to the Ministero Difesa Aeronautica, Direzione Generale Servizi Materiale E Aeroporti—Report Amministrative, Rome, Italy.

A copy of the questionnaire and the project announcement is available from the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4674.

Information on how firms may qualify for NATO ICB eligibility may be obtained from the Trade Opportunities Staff.

Various steel items needed for New Zealand's railways

The New Zealand Government Railways, Comptroller of Stores' Office, Private Bag, Wellington, is requesting bids by Sept. 29 for the following steel items: 10,000 tons 91 lb. NZR rail; 45,000 joint bars for 91 lb., 70 lb. and 53 lb. rails; 100.000 bolts; 2,600,000 screw spikes: 500,000 railclips: 700,000 spring clips: 350.000 dog spikes; 570,000 tie plates and 40,000 spring washers.

Copies of drawings and relevant specifications may be inspected at the office of the New Zealand Government Senior Trade Commissioner & Commercial Counsellor, 1145 Nineteenth St. NW., Washington D.C.

Pakistan seeks quotations from registered contractors on aircraft equipment needs

Pakistan International Airlines (PIA) is inviting registered contractors to submit quotations on an assortment of aircraft equipment and supplies.

In this connection, Jaffer Brothers Ltd., a contractor, is requesting quotations, c&f Karachi, on the following: Electrically heated stress release furnace; shaping machine; welding plant; surface table; shot blasting cabinet; sand blasting cabinet; furnace to stress release engine blades during weld repair; balancing machine; shadowgraph; radial drill; universal grinder; tool post grinder; hydraulic press; pedestal drilling machine; double wheel grinder; paraffin wash spray booth; lathes.

Specifications on these items are available from the Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230.

Quotations should be submitted to Jaffer Brothers Ltd., Jaffer Chambers, Victoria Rd., Karachi 3, Pakistan. (WTD in preparation).

Libya extends bid deadline

The Secretary, Central Tenders Board, Ministry of Finance, Shiara Shatt, Tripoli, has extended the bid deadline for the supply, printing and preparing of tourist literature and maps from Aug. 9 to Sept. 13. (INTERNATIONAL COMMERCE, Aug. 2, p. 32.)

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Lazaro-Sage Building. Phone: 272-6331.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.

BALTIMORE, MD., 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts. Phone: PLaza 7-8480 Ext. 2784.

BIRMINGHAM, ALA., 35203, 505 Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 220, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: 842-3208.

CHARLESTON, S. C., 29403, Suite 631, Federal Bldg., 334 Meeting St. Phone: 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 6022 U.S. Federal Bldg. and Court House, 2120 Capitol Ave. Phone: 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3297.

DENVER, COLO., 80202, 16407 Fed. Bldg., 20th & Stout Sts. Phone: 297-3246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 509 Grand Avenue. Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N.C., 27402, Room 412, U.S. Post Office Bldg. Phone: 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 588-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 208 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Phone: 334-3123.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3277.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, Room 2028, Federal Bldg., 300 Booth St. Phone: 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 11464, Federal Bldg., 450 Golden Gate Ave. Phone: 556-5864.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: 583-5615.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

086 Rubber plantations

PAKISTAN—Raw rubber, 200 tons. Darsons Rubber Works (manufacturer), G. T. Rd., Wazirabad, West. WTD 8/2/65.

195 Small arms

GERMANY—Firearms and ammunition for hunting purposes. Direct purchase and agency. Waffen-Kirsch, Heinrich Kirsch (importer, exporter, wholesaler, retailer), 78 Freiburg i. Br., Postfach 1728. WTD 8/11/65.

196 Small arms ammunition

PAKISTAN—Small arms ammunition. Qureshi Brothers (importing distributor), 59 Pineview Rd., Abbottabad, West. WTD 8/18/65.

201 Meat products

BELGIUM—Fresh, frozen, chilled, canned horsemeat, beef, pork, other meat products. G. A. De Jongh & Sons P.V.B.A. (importer, exporter, wholesaler), 24 Theofiel Roucourtstraat, Berchem, Antwerp. WTD 8/11/65.

FRANCE—Beef and pork offals. Direct purchase and agency. Intercontinentale des Viandes (importer, dealer), 29 Rue J. J. Rousseau, Paris Ier. WTD 8/3/64.

203 Canning, preserving foods

FRANCE—Canned fruits and vegetables; canned fruit juices. Direct purchase and agency. Charles-Albert Levasseur (importer,

dealer), 32 Rue Anatole France, Lille (Nord). WTD 8/3/64.

GERMANY—Canned poultry, fruit, vegetables, fruit juices; dried fruits of all kinds. Requests quotations cif Rotterdam or Hamburg. Gedelfi-Import GmbH (importer, commission merchant), 2 Barabarossaplatz, 5 Koeln a. Rh. WTD 8/12/65.

208 Beverage industries

GERMANY—Beverage specialties; importing distributor requests quotations cif German or Dutch ports. Tekum GmbH, 26 Lohstrasse, 587 Hemer-Westig. WTD 12/1/64.

209 Food preparations

BELGIUM—Toasted pork rind, peanut butter sandwich crackers, cheese wafers, salted pumpkin seeds, other food novelties or specialties for snack bars. Direct purchase for Belgium and Luxembourg. Zenobia (importer), BP 980, Brussels. WTD in preparation.

GERMANY—New types of delicatessen foods; importing distributor requests quotations cif German or Dutch ports. Tekum GmbH, 26 Lohstrasse, 587 Hemer-Westig. WTD 12/1/64.

IRAN—Semi-refined cottonseed and soybean oils. Tehran Industrial Factories Corp. (importing firm), Ray Rd., Tehran. WTD 7/14/65.

220 Textile mill products

CYPRUS—Knitted nylon cloth for women's underwear; lace for trimming nylon underwear. Chopourian Bros. (importer, manufacturer, distributor), 149 Hermes St., Larnaca. WTD 6/17/65.

FINLAND—Furniture upholstery fabrics, all types of materials. Particularly interested in new products. Requests full details, price lists, samples. Te-Ma Oy (importer, wholesaler), Keskuskatu 7, Helsinki. WTD 2/9/65.

GERMANY—Cloth for women's garments; rayon, cotton; plain and colored. Requests replies in German. Posselt & Co. (manufacturer, exporter), Waeschefabrik GmbH, 3284 Schieder. WTD 8/5/65.

225 Knitting mills

HONG KONG—Teenagers' outerwear, all kinds. The Wing On Co., Ltd. (department store), P.O. Box 1509, Hong Kong. WTD 9/25/64.

227 Floor covering mills

BELGIUM—Wall-to-wall carpeting, modern fabrics, highly resistant to wear, for public use. Direct purchase or agency for Belgium, and for general re-export. Graux Slosse & Co. s.p.r.l. (manufacturer, exporter), Manufacture Belge de Feutres, Ensival-lez-Verviers, Belgium. WTD in preparation.

FINLAND—Carpeting, fiber or wool. Particularly interested in new products. Requests full details, price lists, samples. Te-Ma Oy (importer, wholesaler), Keskuskatu 7, Helsinki. WTD 2/9/65.

GERMANY—Carpeting, wall-to-wall, woven or tufted, especially of synthetic fibers. Gebr. Leffers (department store chain), 54-68 Faulenstrasse, 28 Bremen 1. WTD 7/28/65.

231 Men's, youths', boys' suits, coats, overcoats

FRANCE—Ready-made suits, coats, overcoats for men. Direct purchase and agency. Ets. J. Treves (importer, dealer), 80 Rue Montmartre, Paris 2. WTD 6/24/65.

232 Men's, youths', boys' furnishings

IVORY COAST—Good quality cotton and synthetic fiber shirts and sports shirts; trousers of synthetic or blended fibers; requests replies in French. M. Castel, Societe Abidjanaise de Tissus et Confections, (SATC), Immeuble l'Abeille, Avenue Delafosse, B.P. 1511, Abidjan. WTD 8/6/65.

233 Women's, misses', juniors' outerwear

NETHERLANDS—Women's ready-made clothing, all kinds. Maison Jansen (importer, retailer), 16 Markt, Helmond. WTD 7/28/65.

235 Hats, caps, millinery

FRANCE—Sailors' caps. Direct purchase and agency. Ets. J. Treves (importer, dealer), 80 Rue Montmartre, Paris 2. WTD 6/24/65.

236 Girls', children's, infants' outerwear

GERMANY—Outerwear, all types, low and medium price range for infants up to age 6. Gebr. Leffers (department store chain), 54-68 Faulenstrasse, 28 Bremen 1. WTD 7/28/65.

239 Fabricated textile products

FINLAND—Window curtains, drapes, all types of materials. Particularly interested in new products. Request full details, price lists, samples. Te-Ma Oy (importer, wholesaler), Keskusaktu 7, Helsinki. WTD 2/9/65.

GERMANY—Terry towels, bath, hand; wash cloths; coordinated bath sets in cartons for gifts. Gebr. Leffers (department store chain), 54-68 Faulenstrasse, 28 Bremen 1. WTD 7/28/65.

261 Pulp mills

KOREA—Wood pulp: semi-bleached sulphate kraft; unbleached sulphite kraft; bleached sulphite kraft. Direct purchase and agency. Allied Crafts Corp. (offer agent, manufacturer, exporter), C.P.O. Box 563, Seoul. WTD in preparation.

262 Paper mills, products

● **PAKISTAN**—Tracing paper, drawing paper, tracing cloth; various types, sizes and quantities of each. Tender No. PID/106/3-65, bid deadline Sept. 15. Pakistan Western Railway, Empress Rd., Lahore.★ (Telephone: 202-WO 7-3003).

ZAMBIA—Bleached and unbleached kraft paper for manufacturing paper bags; bleached and unbleached crepe paper for toilet rolls, in white and colors, one and two ply. Imco Industries Ltd. (manufacturer), P.O. Box 78, Lusaka. WTD 7/16/65.

264 Converted paper, paperboard products

BELGIUM—Coated and glazed paper, gift wrappings, tablets, envelopes, greeting cards, postcards, other paper products and novelties as sold in stationery stores. Direct purchase or agency for Belgium. Creart S.A. (importer, exporter, wholesaler), 173 Avenue de l'Arbre Ballon, Brussels. WTD in preparation.

● **IRAQ**—Cardboard, for use in dry batteries, of varying thicknesses from .6 mm-1.5 mm. Wood brown diaphram cardboard, weight 400 gms per sq. meter, 0.73 mm thickness. Tender No. 65/Prod./4/7, bid deadline Oct. 12. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad. Specifications available on request from the Armed Forces Attache, Embassy of the Republic of Iraq, 3510 Garfield St., NW., Washington, D.C. 20007.

ZAMBIA—Stationery, general line. United Society for Christian Literature (Trading as Kitwe Bookshop), P.O. Box 274, Kitwe. WTD 7/20/65.

272 Periodicals: publishing, printing

PAKISTAN—Magazines, all categories. Pakistan Writers Co-operative Society Ltd. (importing distributor, manufacturer), 10 The Mall, Lahore, West. WTD 8/18/65.

273 Books

AUSTRALIA—Books: technical, professional. Interested in sole distributorship. Australia & New Zealand Book Co. Pty. Ltd., P.O. Box 168, Chatswood, N.S.W. WTD 8/19/65.

PAKISTAN—Books: history, politics, art, biography, philosophy, reference, literary criticism; religious books in general, Islamic in particular. Pakistan Writers Co-operative Society Ltd. (importing distributor, manufacturer), 10 The Mall, Lahore, West. WTD 8/18/65.

ZAMBIA—Books, general line. United Society for Christian Literature (Trading as Kitwe Bookshop), P.O. Box 274, Kitwe. WTD 7/20/65.

277 Greeting card manufacturing

BELGIUM—Christmas cards. Direct purchase or agency for Belgium, other European countries, and overseas. Geta S.A. (importer, exporter, manufacturer), 287 Chaussee de Maubeuge, Hyon-lez-Mons. WTD in preparation.

281 Industrial chemicals

BRAZIL—Titanium dioxide, all grades, in bulk; naphthalene. Direct purchase and agency. Requests quotations cif Rio de Janeiro. Stanley Rygler (agent, representative), Avenida Presidente Vargas 446, 14° andar, sala 1401, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 6/23/65.

● **CEYLON**—Chemicals required for rebuilding car and truck tires and for manufacture of bicycle tires, tubes and rubber goods, 34 in all, quantities ranging from 40 to 730,000 lb. each; type of packing noted on tender and specifications. Raw materials required for manufacture of automotive batteries, 15 items in varying quantities ranging from 7,800 gls. to 60 and 200,000 kgs. Required specifications. PVC compounds required for electric cables and wires: PVC insulation compound, 5 to 30 tons in various colors; PVC sheathing compound, 2 to 100 tons in various colors. Bid deadline Sept. 29. The Supplies Manager, Associated Motorways, Ltd., 185 Union Place, Colombo 2.★ (Telephone: 202-WO 7-2067).

FRANCE—Basic industrial inorganic and organic chemicals; organic plasticizers; organic solvents. Consortium International Pharmaceutique & Chimique (commission merchant), 9 Rue Lincoln, Paris 8. WTD 6/13/65.

PAKISTAN—Rubber processing chemicals, 3 tons. Darsons Rubber Works (manufacturer), G.T. Rd., Wazirabad, West. WTD 8/2/65.

Calcium carbide. Aijaz Mills (manufacturer), Old Hospital Rd., Gujranwala, West. WTD 8/2/65.

SOUTH AFRICA—Plasticizers; solvents. aromatic and aliphatic; dyestuffs; pigments;

oils; resins; for use in paint manufacturing. Plascon Paint & Chemical Industries Ltd. (manufacturers, importers), P.O. Box 3714, Johannesburg. WTD 1/22/65.

282 Synthetic materials

FRANCE—Synthetic rubber; interested in newly developed products. Direct purchase and agency. Perfecta (importer, dealer), 68 Rue d'Hauteville, Paris 10. WTD 7/27/65.

PAKISTAN—Synthetic rubber, 100 tons. Darsons Rubber Works (manufacturer), G.T. Rd., Wazirabad, West. WTD 8/2/65.

283 Drugs

● **CEYLON**—80% soluble powder of 0.0 Dimethyl (1-Hydroxy 2.2.2. trichloroethyl) Phosphonate, e.g. "Dipterex," in 56 lb. (nett) new steel drum with polythene lining, 13,440 lb. Bid deadline Oct. 12. Dept. of Health, Director of Health Services (Supplies), No. 355 Deans Rd., Colombo 10.★ (Telephone: 202-WO 7-3394).

● **EL SALVADOR**—Antibiotics: Tetracycline 250 mg, 50,000 capsules; Chloramphenicol 250 mg, 50,000 capsules. Tender No. 93 (65), bid deadline Sept. 13. Proveeduria General de la Republica, Avenida Espana 613, San Salvador. Tender in Spanish only; bids (Telephone: 202-WO 7-3394).
and correspondence preferred in Spanish.★

HONG KONG—Pharmaceuticals, all types, for exclusive distribution. Frederick Pordes & Co. (Pharmaceutical), Ltd., P.O. Box 596, Hong Kong.

● **IRAQ**—Antibiotics only, 16 items, substantial quantities in injectable, capsule and ointment forms, including: Penicillin crystalline G sodium salt, 200,000 I.U., 500,000 vials of 10 ml, 500,000 I.U., 500,000 vials, 1 million I.U., 250,000 vials; streptomycin sulfate, 500,000 vials; combination of dihydrostreptomycin sulfate (base) 0.5 gm, and streptomycin sulfate (base) 0.5 gm, 500,000 vials; combinations of penicillin procaine G sodium, 300,000 I.U. and 100,000 I.U., 5,000,000 vials; also in combinations: penicillin procaine G sodium, 300,000 I.U. and 100,000 I.U. streptomycin sulfate 0.250 gm (base), 500,000 vials; combination: penicillin procaine G sodium, 300,000 I.U. and 100,000 I.U. and streptomycin sulfate 0.5 gm (base), 5,000,000 vials; chloramphenicol capsules, sealed, U.S.P., 250 mgm, 500,000 capsules; chloramphenicol palmitate syrup equivalent to 125 mg of chloramphenicol USP, activity per 4 cc, 40,000 bottles; tetracycline phosphate capsules, sealed, each capsule containing tetracycline phosphate equivalent to 250 mgm tetracycline hydrochloride B.P., 500,000 capsules; tetracycline phosphate syrup, each 5 cc containing tetracycline HCL activity 125 mgm (cherry or lemon flavored), 50,000 bottles. Tetracycline phosphate pediatric drops, each ml containing tetracycline equivalent to 100 mg of tetracycline HCL (cherry or lemon flavored), 20,000 bottles; tetracycline hydrochloride I.M., 5,000 vials; penicillin eye ointment, 5.000 I.U., 100,000 dozen tubes; penicillin skin ointment, 5,000 I.U., 50,000 dozen tubes. Tender No. Pharm/18-65, bid deadline Sept. 30. General Drugs & Chemicals Imports & Distribution Co. (KIMADIA), British Bank of the Middle East Bldg., Bank St., Baghdad.★ (Telephone: 202-WO 7-3394).

PAKISTAN—Pharmaceuticals, drugs, patent medicines. Qureshi Brothers (importing distributor), 59 Pineview Rd., Abbotabad, West. WTD 8/18/65.

VENEZUELA—Bulk pharmaceuticals and drugs for sale to local pharmaceutical manufacturers. Requests replies in Spanish. Medinter Farmaceutici, C.A. (manufacturer), Aptdo. 5669, 4a. Transversal, Centro Industrial Boleita, Caracas. WTD 5/18/65.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics, toilet preparations

FRANCE—Shampoos; shaving products; cosmetics; emulsifiers; sun tan oils and lotions. Etablissements Dorig (wholesaler), 10 Rue Choron, Paris 9. WTD 7/30/65.

285 Paints, varnishes, lacquers, enamels

FRANCE—Paints for automobiles. Direct purchase and agency. Franco-American Auto Parts and Services (importer, dealer), 71 Rue Heurtault, Aubervilliers (Seine). WTD 7/20/65.

Special paints for traffic signs; interested in newly developed products. Direct purchase and agency. Perfecta (importer, dealer), 68 Rue d'Hauteville, Paris 10. WTD 7/27/65.

287 Agricultural chemicals

FRANCE—Fertilizers and basic chemicals for fertilizers. Direct purchase and agency. Societe Commerciale Augustin Legay (importer, dealer), 34 Bld. Malesherbes, Paris 8. WTD 7/29/64.

● **GREECE**—Captan, 50% W.P., 40 tons; sulfur, wettable, 100 tons; parachlorophenoxyacetic acid, 5%, 2 tons; diazinon, 60% E.C., 5 tons; maneb, 100%, 3,500 kgs. gibrell, W.P., 1,500 grs.; chlorobenzilate, 25% E.C., 5 tons; phosdrin, 25 E.C., 3 tons; cuprous oxide, 10 tons; dithane, 3 tons; ethyl parathion, 20% E.C., 50 tons; Stam F-34, 36%, 80 tons; copper oxychloride, 400 tons; summer oil emulsion, 200 tons; Kelthane, 18.5% W.P., 10 tons; Kelthane, 42% E.C., 5 tons; meta-systox, 50%, 12 tons; spreader-sticker material, 4 tons; organomercuric compound, 5 tons; fenson, 100% W.P., 2 tons; sevin, 85% W.P., 10 tons; karathane, 22.5% W.P., 2 tons; dalapon, 74%, 3 tons; endothion, 50% W.P., 3 tons; glyodin, 30%, 25 tons; ovotran, 50% and over W.P., 1,500 kg. Tender No. 1910, bid deadline Sept. 22. Agricultural Bank of Greece, Supply Service, Supply Section, 12-14 Karageorgi Servias St., Athens 125.★ (Telephone: 202-WO 7-3910).

PAKISTAN—Ammonium nitrate, 25,000 tons; urea, 25,000 tons. Globe Industrial Stores Co. (importing distributor), 6 Brandreth Rd., Lahore, West. WTD 8/18/65.

289 Chemical products

FRANCE—Industrial glues; interested in newly developed products. Direct purchase and agency. Perfecta (importer, dealer), 68 Rue d'Hauteville, Paris 10. WTD 7/27/65.

PAKISTAN—Carbon black, 20 tons. Darsons Rubber Works (manufacturer), G. T. Rd., Wazirabad, West. WTD 8/2/65.

UAR—Lump sulfur, 15,000-18,000 tons; purity 99.9%; free from arsenic, selenium, tellurium, bitumen, fluorine; maximum contents of organic materials 0.05%, ashes 0.03%; acidity 0.02% max. Arab Foreign Trade Co., 12 Youssef el Guindi St., Cairo.

291 Petroleum refining

● **BURMA**—Approx. 28,700 tons marine fuel oil in four deliveries between Nov. and Aug. 1966. Tender No. PaYaLa/Yaung/MFO, bid deadline Sept. 20. Marketing Manager, People's Oil Industry, 622 Merchant St., Top Floor, Rangoon. Cable: YENAN.★ (Telephone: 202-WO 7-2421).

● Approx. 5,136,000 imperial gallons and 1,946,000 lb. of lubricating oils and greases, during four quarters of Burmese Fiscal Year 1965/66 commencing Oct. Tender No. PaYaLa/Yaung/SaHsa/2, bid deadline Sept. 15. Marketing Manager, People's Oil Industry, P.O. Box 1049, 622 Merchant St., Rangoon. Cable: YENAN.★ (Telephone: 202-WO 7-2421).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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295 Paving, roofing materials

FRANCE—Synthetic cement; interested in newly developed products. Direct purchase and agency. Perfecta (importer, dealer), 68 Rue d'Hauteville, Paris 10. WTD 7/27/65.

307 Plastic products

FINLAND—Polyurethane foam sheets. Requests full details, prices, terms. Direct purchase or agency. Euromarkkinat Oy (importer, wholesaler, agent), Munkkisaarenkatu 4 B, Helsinki. WTD 12/7/64.

QATAR—White vinyl plastic street markings: traffic marking tape. Mannai Trading Co. (importer, wholesaler, retailer, contractor), P.O. Box 76, Doha. WTD 8/8/65.

SOUTH AFRICA—White vinyl plastic traffic markings. Dowson & Dobson Ltd. (importer, exporter, retailer, manufacturer, sales agent), P.O. Box 7764, Johannesburg. WTD 9/30/64.

316 Luggage

NETHERLANDS—Leatherware and luggage. Direct purchase and agency. N. V. Vlag (wholesaler), 12 Alb. Thijmlaan, Heemstede. WTD 8/13/65.

319 Leather goods

SOUTH AFRICA—Saddles; harnesses; related leather goods items. The Military Stores (importer, retailer, wholesaler), P.O. Box 58, Kroonstad, Transvaal. WTD 8/18/65.

322 Glass, glassware

YEMEN ARAB REPUBLIC—Glassware, all kinds. Requests air-mail replies, quotations cif Hodeida. Direct purchase and agency. Yemen Foreign Trade Co. (importer, wholesaler), P.O. Box 77, Sanaa. WTD 8/9/65.

324 Cement, hydraulic

YEMEN ARAB REPUBLIC—Portland cement, in bags, for building construction. Requests airmail replies, quotations cif Hodeida. Yemen Foreign Trade Co. (importer, wholesaler), P.O. Box 77, Sanaa. WTD 8/9/65.

326 Pottery, related products

● **COSTA RICA**—Supply of miscellaneous porcelain insulators, galvanized iron spigots, eye-nuts, clevises and clamps. Tender No. 1265, bid deadline Sept. 23. Instituto Costarricense de Electricidad, Box 32. San Jose. Correspondence preferred in Spanish. Tender information available in Spanish.★ (Telephone: 202-WO 7-4242).

GERMANY—Sanitary fixtures and fittings, bathroom accessories. Direct purchase and

agency. Klaus Rapsch (sales agent), Billwerder Steinramm 19, Hamburg 26. WTD 8/17/65.

● **INDIA**—Supply of 216 strain insulators including links and fittings. Tender No. SE6/4013/010A/CELL, bid deadline Sept. 30. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available from the India Supply Mission, (Ref. D/ENQ/1840), 2536 Massachusetts Ave. NW., Washington, D.C. 20008.

329 Abrasive, asbestos, nonmetallic minerals products

FRANCE—Braided asbestos fittings. Direct purchase and agency. Fulcor, S.A. (importer, wholesaler), 51 Rue de la Vallee, Amiens (Somme). WTD 7/12/65.

331 Steel mill products

● **BURMA**—Pipes and fittings: Includes 3500 ft. of 8″ pipe. Tender No. 107/CS/64-65/GOVT., bid deadline Sept. 15. Division Manager, Construction Stores No. 1 Division, Peoples' Stores Corp., Rangoon.★ (Telephone: 202-WO 7-2363).

● Mild steel bars: 448 tons of rounds 3/16″ to 8″ and 21 tons squares 5/16″ to 3″. Tender No. 105/CS/64-65/GOVT., bid deadline Sept. 15. Division Manager, Construction Stores No. 1 Division, Peoples' Stores Corp., Rangoon.★ (Telephone: 202-WO 7-2363).

● 10,000 l.t. carbon steel scrap/or wrought iron and steel scrap above 0.236″ in thickness, less than 23.6″ in length and 15.7″ wide, weighing not over 1,325 lb. Scrap must be free of alloys, nonferrous or foreign materials, attachments, dangerous materials and ammunitions. Tender No. 77/Sama(2)/65, bid deadline Sept. 30. Division Manager, Industrial Raw Materials Division, Peoples' Stores Corp., Rangoon.★ Cable: PSC RAW MATERIALS. (Telephone: 202-WO 7-2284).

HONDURAS—100 tons per month of standard mild steel, cold drawn wire, gauge No. 17 to No. 6. Juan Elias Flefil (manufacturer) 4a Ave. No. 517, Tegucigalpa, D.C. WTD 4/30/65.

● **IRAN**—100 steel tires, 600 flanges for railway cars. Tender No. 559/565, bid deadline Oct. 5. Iranian State Railways, Maydane Rah Ahan, Tehran. Tender documents, including drawings, may be examined only in Rm. 4222, Iron & Steel Division, Department of Commerce, Washington, D.C. Drawing notes are in French.

PAKISTAN—Ferromanganese; value $5,000. Pak Hydraulic & Trading Co. (importing distributor), 64 McLeod Rd., Lahore, West. WTD 7/30/65.

Corrugated iron pipes; mild steel sheets; tin plate. Globe Industrial Stores Co. (importing distributor), 6 Brandreth Rd., Lahore, West. WTD 8/18/65.

Stainless steel sheets: AISI 430, gauges 13-18; AISI 302 or 304, gauges 18, 20, 22; 50 tons. Stainless steel bars: AISI 430, dias. ½″, ⅜″, ⅝″; AISI 420, dias. ½″, ⅝″; 50 tons. Stainless steel tubes, 5 tons. Alloy die steel, 5 tons. Tool steel, 50 tons. Mild steel sheets, 100 tons. Khawri & Co. (manufacturers), G.T. Rd., Nizamabad/Wazirabad, Dist. Gujranwala, West. WTD 8/15/65.

332 Iron, steel foundries

SPAIN—Firm wants price quotations and possible technical assistance for acquisition and installation of complete foundry. Requests replies in Spanish. Technical data on requirements available on loan from the Trade Opportunities Staff, BDSA-6192, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Funcor, S.C.I. (manufacturer, importer), Elorrio, Vizcaya. WTD 12/11/64.

335 Rolling, drawing, extruding of nonferrous metals

FINLAND—Cable, all types. Requests descriptive literature, prices. Karjalan Sahko Oy (manufacturer, importer, exporter), Hanko. WTD 3/1/65.

342 Cutlery, hand tools, general hardware

FRANCE—Hardware and accessories for use in repair of automobile bodies. Direct purchase and agency. Franco-American Auto Parts & Services (importer, dealer), 71 Rue Heurtault, Aubervilliers (Seine). WTD 7/20/65.

Hand tools for use in steel mills, foundries, boiler making plants, shipyards. Direct purchase and agency. Eugene Saks (importer, broker), Chateau d'Ardillieres, par Limours (S. & O.). WTD 4/23/65.

VENEZUELA—Hand tools and accessories in general. Sales agency and distribution for entire Venezuela. Comercial Monagas, C.R.L. (sales agent, importer), Aptdo. 5515, Chacao, Caracas. WTD 7/8/65.

343 Heating apparatus, plumbing fixtures

GERMANY—Sanitary fixtures and fittings, bathroom accessories. Direct purchase and agency. Klaus Rapsch (sales agent), Billwerder Steindamm 19, Hamburg 26. WTD 8/17/65.

SWITZERLAND—Gas heaters and fixtures, propane and butane, also portable, both domestic and industrial. Socomec, Burnier (importer, distributor), chemin du Boisy 12, 1000 Lausanne. WTD in preparation.

344 Fabricated structural metal products

SPAIN—Prefabricated fixed and demountable metal structures for industrial buildings. Mr. Ignacio Ibarzabal, Managing Director, Central Motor, S.L. (importer, dealer), Gran Via 66, Bilbao. WTD 11/25/64.

345 Screw machine products

● **INDIA**—Large quantities of high tensile steel form anchors, including screw anchors and bolts 1¼″ dia. Tender No. BSE/636, bid deadline Sept. 22. Required by Executive Engineer (A), Workshop Circle, Kalagarh, Bijnore, U.P. Tender documents available from and bids should be submitted to the India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C. 20008.

349 Fabricated metal products

FRANCE—Ball and butterfly valves. Direct purchase and agency. Etablissements Seguin (manufacturer, importer, dealer), 48 Rue de la Bienfaisance, Paris 8. WTD 6/23/65.

Metal novelties, gadgets. Direct purchase and agency. Ets. J. Treves (importer, dealer), 80 Rue Montmartre, Paris 2. WTD 6/24/65.

351 Engines, turbines

ITALY—Diesel engines for buses. Carrozzeria Menarini Bologna (manufacturer), 10 Viale Carlo Alberto Pichat, Bologna. WTD 8/18/65.

PAKISTAN—Marine diesel engines; spare parts for diesel engines; 100 petrol/gasoline engines, fractional and up to 10 h.p.; 10 turbines, fractional and over 4 cusec. Turbine pumps: fractional cusec, bowl dia. 4″-6″ max., column length 40′-100′, max delivery head up to 150′; over 4 cusec, bowl dia. 10″-13″, column length 40′-100′, delivery head up to 150′. Pak Hydraulic & Trading Co. (importing distributor), 64 McLeod Rd., Lahore, West. WTD 7/30/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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352 Farm machinery

FRANCE—Farm machinery, such as grain conveyors, harvesters. Direct purchase and agency. Georges Ribet (manufacturer), Abondant (Eure & Loir). WTD 7/28/65.

NETHERLANDS—Agricultural implements and machinery, all types. Handelsonderneming "VAVEE" (importer, wholesaler, manufacturer, exporter, agent), 99 Slotlaan, Capelle a/d IJssel. WTD 7/23/65.

PAKISTAN—Crawler type tractors, 35 h.p. and above, 25 units; graders, harvesters, wheat threshers. Globe Industrial Stores Co. (importing distributor), 6 Brandreth Rd., Lahore, West. WTD 8/18/65.

353 Construction, mining, materials handling machinery

BRAZIL—Used ¾ cu. yd. Bucyrus Erie shovel, with boom for dragline, clamshell shovel and back-hoe shovel. Used ¾ cu. yd. Link-Belt shovel, with boom for dragline, clamshell shovel and back-hoe shovel. Used D.4 Allis-Chalmer tractor with back-hoe shovel, shovel loader and bulldozer blade. Used wheel-mounted, 2/3 cu. yd. Caterpillar shovel loader. Requests quotations cif Rio de Janeiro, payment and delivery conditions. Socril Sociedade Comercial de Representacoes e Instalacoes Ltda. (wholesaler, retailer), Avenida Franklin Roosevelt 194-B, loja, Rio de Janeiro ZC-39, Estado da Guanabara. WTD 8/16/65.

Road building machinery, particularly crawler tractors and crawler-mounted front loaders; direct purchase and exclusive representation. Mesbla S.A. (wholesaler, retailer, representative), Rua do Passeio 42/56, Rio de Janeiro ZC-06, Estado da Guanabara. WTD 9/30/64.

● **BURMA**—One medium drilling rig, depth range 6,000-9,000 ft., complete with all drilling accessories, utility lighting unit, enough spares for 18 months. All drilling equipment should be suitable for use in tropical climate. Tender No. YaYaHpa-54/3/4/(46)/65, bid deadline Sept. 15. The General Manager, People's Oil Industry, 604 Merchant St., Rangoon.★ (Telephone: 202-WO 7-5566).

● **CEYLON**—10 electric battery powered fork lift trucks, 2-ton capacity; 4 diesel mobile tower cranes, 3-ton capacity at 40 ft. radius, full circle slewing; 1 mobile mounted power crane, diesel power, 15 ton lift capacity when used with outriggers; 3 mobile mounted power cranes, diesel power, 6 ton lift capacity; spare parts for 2-year operation for equipment itemized. Bid deadline Oct. 20. The Chairman, Tender Board, Ministry of Nationalised Services, Colombo.★ (Telephone: 202-WO 7-5566).

FINLAND—Hydraulic hoists adaptable for mounting on trucks. Requests full details,

price lists. Ky Laatuvaunu Toivo A. Nieminen ja Kumpp. (importer, wholesaler), Italahdenkatu 25, Lauttasaari-Helsinki. WTD 8/20/65.

FRANCE—Handling equipment: cranes, other lifting equipment. Bell International (importer), 18 Rue d'Armenonville, Neuilly (Seine). WTD 8/11/65.

GERMANY—Small road construction equipment; wholesaler requests replies in German, quotations cif German or Dutch ports. Wilhelm Nobis, 28 Brauweiler Weg, 5 Koeln-Muengersdorf. WTD 8/10/65.

● **GREECE**—6 snow plows, 4 wheel drive, diesel powered. Tender No. B/368/64, bid deadline Sept. 13. Ministry of Commerce, State Purchases Directorate "B", 50 Socratous St., Athens.★ (Telephone: 202-WO 7-5566).

● **INDIA**—250 "NX", 350 "BX" and 250 "AX" wire line drill rods with couplings 10' long plus 100 "NX", 150 "BX" and 100 "AX" wire line drill rods with couplings 5' long. Tender No. BPO/953/PR/D-203/52931/Global, bid deadline Oct. 11. Chief Purchase Officer, Beas Purchase Organization, Talwara Township, District Hoshiarpur, Punjab. Documents available from India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C. 20008, free of charge, Ref. D/ENQ/1833.

● **IRAN**—15 water cooled, diesel engine lift trucks, each with 3-ton capacity. Tender No. 13735/1934/33, bid deadline Oct. 2. Ministry of Economy, General Customs Administration, Tehran.★ (Telephone: 202-WO 7-5589).

● 150 sets of 1,200 Kg. capacity hand lifters, mounted on solid tires and without lifting gears. Tender No. 122204/1841/33, bid deadline Sept. 21. Ministry of Economy, General Customs Administration, Tehran.★ (Telephone: 202-WO 7-5589).

● **JAPAN**—25 rear dump off-highway haulers of 30 short tons capacity. Bid deadline Sept. 30. Electric Power Development Co. Ltd., 1, 1-chome, Marunouchi, Chiyoda-ku, Tokyo.★ (Telephone: 202-WO 7-5566).

PAKISTAN—Concrete mixers, medium size, 100 units. Road rollers, 5 and 10 ton, 3 wheeled, 25 units. Globe Industrial Stores Co. (importing distributor), 6 Brandreth Rd., Lahore, West. WTD 8/18/65.

● **SUDAN**—One diesel powered 15 ton capacity locomotive crane. Tender No. CS/3261/157, bid deadline Sept. 15. Sudan Railways, Office of Controller of Stores, P.O. Box 65, Atbara. Details, specifications and drawings can be obtained from above on payment of 18/d. Specifications without drawings available on loan.★ (Telephone: 202-WO 7-5566).

VENEZUELA—Track-type tractors, mototrailers for use by large earthmoving contractors. Requests replies in Spanish. Constructora Telurio, C.A. (contractor), Edificio Faralon, Oficina 1-12, Primer Piso, Prolongacion Calle El Recreo, Sabana Grande, Caracas. WTD 7/22/65.

ZAMBIA—Roller bits, all sizes. Padley & Venables (C.A.) Ltd. (manufacturer), P.O. Box 832, Ndola. WTD 7/20/65.

354 Metal working machinery

BELGIUM—Gauges and precision measuring tools. Direct purchase or agency for Belgium. Ets. Schriewer, S.P.R.L. (importer, wholesaler), 29 Avenue Winston Churchill, Brussels 18. WTD in preparation.

FRANCE—Power driven hand tools, electrical or electronic. Direct purchase and agency. Etablissements Beka (manufacturer, commission merchant), 77 Rue de Paris, Clichy (Seine). WTD 6/16/65.

Precision engineering machinery and tools. Direct purchase and agency. Etablissements Wilson (manufacturer), 21 Avenue Paul Doumer, Paris. WTD 7/27/65.

Rolling mill for augers to be used in conveyors. Etablissements F. Moret (manufacturer), 33 Rue Faidherbe, Saint-Quentin (Aisne). WTD 6/21/65.

HONDURAS—Machinery and equipment to produce 100 tons per month of steel, cold drawn wire nails in sizes from ½" to 6". Juan Elias Flefil (manufacturer), 4a. Ave. No. 517, Tegucigalpa, D.C. WTD 4/30/65.

● **IRAQ**—Small stamping press to stamp parts for dry cell batteries. Tender No. 1965/Prod/4/9, bid deadline Oct. 5. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad. Specifications, drawings, bidding conditions may be obtained from the Armed Forces Attache, Embassy of the Republic of Iraq, 3510 Garfield St. NW., Washington, D.C.

PAKISTAN—Files, screwdrivers, wrenches, spanner sets, v-belts. Veeco (importing distributor), 33 Liaquat Rd., Rawalpindi, West. WTD 7/30/65.

Electric tools, hacksaw blades, for use in metalworking industry. Globe Industrial Stores Co. (importing distributor), 6 Brandreth Rd., Lahore, West. WTD 8/18/65.

Machine and hand tools, all kinds. Nisar A. Sheikh (importing distributor, manufacturer), 9 Bokhari Bldg., Akbar Rd., Multan City, West. WTD 8/6/65.

VENEZUELA—Machine tools in general, mainly metalworking workshop equipment. Direct purchase and sales agency for entire country. Comercial Monagas, C.R.L. (sales agent, importer), Aptdo. 5515, Chacao, Caracas. WTD 7/8/65.

VIET-NAM—Machines for manufacture of radio components such as loud speaker, printed circuit board, antenna to include: 1 3-oz. plastic injection machine; 1 ¾-oz. plastic injection machine; moulds; bakelite moulding machine with moulds; stamping machine; motor driven winding machine; cutting machines; precision lathe, 1 shaper. Requests catalogue, price list. Vo Tuyen Dien Thoai Viet-Nam (importer, manufacturer, wholesaler, retailer), 26-28 Hai Ba Trung, Saigon. WTD 4/13/64.

355 Special industry machinery

ALGERIA—Supply and install equipment for 1½ to 3 ton/day candy manufacturing factory (including mixing, preparing, wrapping and packaging candy). Turn-key operation with technician to oversee installation and initial training of operators. Requests replies in French. Societe Hadj Sahraoui (manufacturer), 60 Quai Nord, Algiers.

CEYLON—Milk processing equipment, including milk cans with taps or faucets at bottom, in 3, 5 and 8 gallon sizes; stainless steel buckets; other small equipment. General Manager, National Milk Board, Central Dairy, Narahenpita, Colombo.

ETHIOPIA—Vegetable oil milling equipment: solvent oil extraction plant; oil expellers; refining and deodorizing unit, for use in production of salad oil. J. J. Kothari & Co. (Ethiopia) Ltd. (importer), P.O. Box 171, Addis Ababa. WTD in preparation.

FINLAND—Machinery and equipment for use in the operation of breweries and dairies. Machinery and equipment designed for use in paper processing, plastics manufacturing, chemical manufacturing and processing industries. Direct purchase and agency. Requests full details, prices, terms. Christian Berner Oy (importer, agent), Puusepankatu 5, Helsinki 80. WTD 8/19/65.

FRANCE—Stone working machinery, except diamond tools. Direct purchase and agency. Societe Codiami (research organization), 7 Passage Lecourriere, Gennevilliers (Seine). WTD 7/26/65.

Silk-screen and offset printing equipment, accessories; electrostatic marking equipment. Direct purchase and agency. Societe Dargols (manufacturer, importer), 6-8 Rue des Francs Bourgeois, Paris 3. WTD 9/22/64.

● **IRAQ**—Various types of printing machinery including: letterpress cylinder machine, single color, all spare parts, standard equipment; automatic or semi-hydraulic guillotine machine; fully automatic letterpress machines. Tender No. INQ/65/MISC/40, bid deadline Oct. 16. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad. Copies of specifications available from the Armed Forces Attache, Embassy of the Republic of Iraq, 3510 Garfield St. NW., Washington, D.C.★ (Telephone: 202-WO 7-5589).

NEPAL—Hosiery knitting machines, automatic, to produce 120 dozen free-size nylon socks and 30 lb. of other knitted items per 8-hr. shift. Textile machinery: calendering machine, automatic, with 240 lb. capacity per 8-hr. shift. Requests catalogs, quotations cif Calcutta. Laxmi Das Hari Das (importer, exporter), Thahity, Kathmandu. WTD in preparation.

PAKISTAN—Machinery for continuous vulcanization of braided hoses (hose sizes ¼" to 2½" O.D.). Requests quotations by Oct. 25. Darsons Rubber Works (manufacturer), G.T. Rd., Wazirabad, West. WTD 8/2/65.

Cotton ginning machine spare parts; special textile machinery. Nisar A. Sheikh (importing distributor, manufacturer), 9 Bokhari Bldg., Akbar Rd., Multan City, West. WTD 8/6/65.

Machinery to manufacture electric or battery bulbs of 0-35 v. Approx. value $12,000. Requests quotations by Oct. 15. Aijaz Mills (manufacturer), Old Hospital Rd., Gujranwala, West. WTD 8/2/65.

SWITZERLAND—Machine for making bows from all kinds of woven ribbons—bows to be used for decorating gift packages. Interested in labor-saving device. Sarasin, Thurneysen A.G. (manufacturer), St. Albanvorstadt 91. 4000 Basel. WTD 8/20/65.

VENEZUELA—Tempering furnaces for production of safety plate glass for automobiles, for use in own plant. Requests replies in Spanish. Vidrio, C.A. (Temvevi) (manufacturers, distributors), Callejon Zambrano No. 5 y 7, Paratebueno, Antimano, Caracas. WTD 7/9/65 .

356 General industrial machinery

FINLAND—Sanitation, refuse handling, related equipment, adaptable for mounting on trucks. Requests full details, price lists. Ky Laatuvaunu Toivo A. Nieminen ja Kumpp. (importer, wholesaler), Italahdenkatu 25, Lauttasaari-Helsinki. WTD 8/20/65.

Fire fighting equipment adaptable for mounting on trucks. Requests full details, price lists. Ky Laatuvaunu Toivo A. Nieminen ja Kumpp. (importer, wholesaler), Italahdenkatu 25, Lauttasaari-Helsinki. WTD 8/20/65.

GERMANY—Fittings, pumps and valves from acid proof plastic. Direct purchase or agency representation for the Federal Republic of Germany. HCH. Brinkmann KG (manufacturer), 17 Dieselstrasse, 6079 Sprendlingen, West Germany. WTD 8/16/65.

Circulation pumps for use in residential central heating systems. Direct purchase and agency. Klaus Rapsch (sales agent), Billwerder Steindamm 19, Hamburg 26. WTD 8/17/65.

● **IRAQ**—Supply of one coolant pump, various quantities of coolant taps and flexible pipes. Tender No. 965/Prod./3/2, bid deadline Sept. 18. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad. Copies of specifications available from the Armed Forces Attache, Embassy of the Republic of Iraq, 3510 Garfield St. NW., Washington, D.C.★ (Telephone: 202-WO 7-5589).

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PAKISTAN—Submersible pumps, 50; hydrojet pumps, 50; max. dia. of jet assembly up to 10", suction lift 300 ft. below ground level, max. head 250 ft.; both ejector and gravity flow type water chlorinators, to chlorinate 1,000-40,000 gal. of water per hour; BSS gas line connectors. Pak Hydraulic & Trading Co. (importing distributor), 64 McLeod Rd., Lahore, West. WTD 7/30/65.

Ball and roller bearings. Nisar A. Sheikh (importing distributor, manufacturer), 9 Bokhari Bldg., Akbar Rd., Multan City, West. WTD 8/6/65.

VENEZUELA—Water pumps up to 200 h.p.: centrifugal, turbine, deepwell. Accessories such as valves and pressure gauges. Direct purchase and agency for entire country. General Export Import, C.A.—"Gexim" (importer, sales agent), Aptdo. 3026, Edificio Mar, Avenida Francisco de Miranda, Chacao, Caracas. WTD 4/1/65.

357 Office, computing, accounting machines

BELGIUM—Pencil sharpeners, staplers, staple removers, spindle letter files, punches, other similar items as sold by stationers; direct purchase or agency for Belgium. Creart S.A. (importer, exporter, wholesaler), 173 Avenue de l'Arbre Ballon, Brussels. WTD in preparation.

ISRAEL—Desires to promote large-scale marketing of digital computers in Israel by importing all necessary equipment from the U.S. and organizing computing centers and service bureaus wherever indicated. Requests prompt offers including descriptive material and prices. Joseph Pekelman—Import Trading House Ltd. (manufacturer's representative, distributor), P.O. Box 1278, 2 Zevulun St., Tel Aviv. WTD 6/28/65.

358 Service industry machines

BELGIUM—Coin-operated merchandise vending machines. N.V. Competition Automaten (importer, exporter, wholesaler, manufacturer), 45 Boomsesteenweg, Aartselaar. WTD 8/11/65.

FINLAND—Oil dispensing and marketing equipment, machinery, tools, related items. Requests full details, price lists. Ky. J. K. Pajarinen & Co. (importer), Veneentekijantie 6, Helsinki 21. WTD 8/19/65.

PAKISTAN—Water chlorinator plants, 10; both ejector and gravity flow type chlorinators, to chlorinate 1,000-40,000 gal. of water per hour; BSS gas line connectors. Pak Hydraulic & Trading Co. (importing distributor), 64 McLeod Rd., Lahore, West. WTD 7/30/65.

359 Machinery

PAKISTAN—Pistons and piston rings for BMC, U.S. and continental passenger cars; cylinder liners. Pak Hydraulic & Trading Co. (importing distributor), 64 McLeod Rd., Lahore, West. WTD 7/30/65.

361 Electric transmission, distribution equipment

BELGIUM—Electrical equipment for lighting and distribution network; electric components for industrial equipment, such as transformers, insulators, relays, disconnecting switches, switchboards, for high and low voltages; power plant and other equipment. Agency and/or direct purchase. Teco S.A. (manufacturer, exporter), 27-29 Rue Servais Malaise, Bois-de-Breux. WTD 8/13/65.

● **COLOMBIA**—Supply of 1,000 low voltage current transformers, 20—34.5 kv current transformers, 20—36,000/120 v. potential transformers. Tender No. DII-21, bid deadline Sept. 30. Tendering information available from Empresa de Energia Electrica de Bogota, Calle 13, No. 37-35, Oficina 216, Bogota, upon payment of $2.65 per copy. Copy of bill of materials available for review only, not for loan, in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

FINLAND—Circuit breakers, related items; requests descriptive literature, prices. Karjalan Sahko Oy (manufacturer, importer, exporter), Hanko. WTD 3/1/65.

● **GREECE**—Supply of miscellaneous switchgear including air break switches, disconnecting switches, fuse cutouts, fuse holders, fuse links. Tender No. DMKD-474. Public Power Corp. (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens 102.★ (Telephone: 202-WO 7-4242).

● Supply of miscellaneous fuse equipment including fuse bases of various sizes suitable for current ratings of 200 amps., 400 amps. and 600 amps.; fuse cartridges with current ratings ranging from 25 amps. to 200 amps.; fuse handles. Tender No. DMKD-480, bid deadline Oct. 4. Public Power Corp. (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens 102.★ (Telephone: 202-WO 7-4242).

● Supply of 6 testing benches, single-phase, for adjustment and calibration of overhauled a.c. single-phase 220 v., 10(40) A, 50 cycles KWH meters. Tender No. DED-974, bid deadline now set for Sept. 21 (INTERNATIONAL COMMERCE, Aug. 16, p. 25). Estimated value $60,000. Public Power Corp. (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens 102, Cable: DEH Athens. Telex 430.★ (Telephone: 202-WO 7-2939).

● **INDIA**—Ground insulation resistance testers 475 each and earth current testers 125 each. Tender No. 202/31/017/Cell, bid deadline Oct. 8. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi, India. Tender documents available for $2.10 each from the India Supply Mission (Ref. D/ENQ/1843), 2536 Massachusetts Ave. NW., Washington, D.C. (Telephone: 202-CO 5-5200).

● **IRAQ**—Supply and erection of a single, 3 phase, 11 kv overhead line approx. 17 miles between Tarmya power station—Abati, and Tarmya power station—Tabi village. Also supply and installation of two 200 kva step-up transformers and miscellaneous step-down transformers rated 25 or 50 kva. Tender No. 32, bid deadline Oct. 12. Tender documents available for $5.60 per copy from the Directorate General of Planning and Design, Ministry of Municipal & Rural Affairs, Baghdad. Copy of tender document available for review only, not for loan, in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

● **KOREA**—AC ammeters, 10 each; AC voltmeters, 2 each; AC wattmeters, 8 each; frequency meter, 1 each; power factor meters, 3 each; selective ground relays, 5 each; over current relays, 16 each; watthour meters, 9 each; capacitor potential devices, 3 each; coupling capacitor potential device with wave trap, 1 set; voltage controlling relays, 3 sets. Tender No. KFX 5102-S, bid deadline Sept. 25. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2939).

VENEZUELA—Air circuit breakers, disconnecting switches, fuses, panel boards, insulators, lightning arrestors, for high tension lines up to 220,000 v. Insulators and hardware for distribution lines up to 13,800 v. Insulators and hardware for transmission lines. Power distribution panel boards up to 450 v. General Export Import, C.A.—"Gexim" (importer, sales agent), Edificio Mar, Avenida Francisco de Miranda, Aptdo. 3026, Chacao, Caracas. WTD 4/1/65.

362 Electrical industrial apparatus

● **INDIA**—Trailer mounted diesel-engine arc welding set; current range—50 to 500 amp. Tender No. BSE/635, U.S. procurement, bid deadline Sept. 23. Required by Executive Engineer, Procurement Division, II Kalagarh (Bijnore), U.P. Tender documents available from, and bids should be submitted to, the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

● **IRAQ**—Trailer mounted gasoline-driven arc welders; 20-250 amp. output range. Tender DME/19/65, bid deadline Sept. 25. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad. Copies of specifications available free of charge from the Military Attache, Embassy of the Republic of Iraq, 3510 Garfield St. NW., Washington, D.C.

PAKISTAN—Motors, above 40 h.p., 100 units. Globe Industrial Stores Co. (importing distributor), 6 Brandreth Rd., Lahore, West. WTD 8/18/65.

● **TURKEY**—Supply of two sets of 15 + 30 + 30 kva variable capacitors to operate on power supply of 220/380 v., 50 cycles. Tender No. 965/3054, bid deadline Sept. 20. Malzeme Mudurlugu, Denizcilik Bankasi T.A.O., Bahcekapi, Istanbul (Materials Purchasing Dept.—Turkish Maritime Bank).★ (Telephone: 202-WO 7-4241).

VENEZUELA—Magnetic starters as direct line starters. Reduced voltage starters, with autotransformers, with resistance. Direct purchase and agency for entire country. General Export Import, C.A.—"Gexim" (importer, sales agent), Edificio Mar, Avenida Francisco de Miranda, Aptdo. 3026, Chacao, Caracas. WTD 4/1/65.

363 Household appliances

VENEZUELA—Kitchen ranges, ovens, refrigerators, for built-in units. Distribution for entire country. Requests replies in Spanish. Equipos y Disenos, C.A. (assemblers, distributors), Fenal de la Calle Zulia, Mariperez, Caracas. WTD 8/12/65.

364 Electric lighting, wiring equipment

FINLAND—Contacts, signal circuits, related wiring devices; requests descriptive literature, prices. Karjalan Sahko Oy (manufacturer, importer, exporter), Hanko. WTD 3/1/65.

● **GUINEA**—Supply of fluorescent fixtures, lamps, conductors and associated equipment for port lighting project in Conakry. Bid deadline Sept. 18. Republique De Guinee, Ministere Des Transports Publics. Copy of specifications and tendering information (in French) available for review only, not for loan, in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

● **IRAN**—Supply of 30 train lighting fixtures. Tender No. 44/876, bid deadline Oct. 27. Iranian State Railways, Maydane Rah-e-Ahan, Tehran.★ (Telephone: 202-WO 7-4242).

VENEZUELA—Electric material and supplies for residential installation. Ballasts for fluorescent lights. No light bulbs, wire, conduit. Direct purchase and agency for entire country. Agencia Panamericana, C.A. (importer, agent), Edificio Naco, Madrices a Ibarras, Caracas. WTD 12/21/65.

Current-carrying wiring devices in general, for domestic installation, 110/120 v. Fluorescent and incandescent portable lamp component parts. Distribution for entire country. Manuel Adler—"Lamparas Orly" (importer), Avenidas Vollmer y Galipan, Edificio Ruben Dario, Local 2, San Bernardino, Caracas. WTD 7/21/65.

365 Radio, television receiving sets

BRAZIL—Small portable tape recorders and television sets (3″ to 5″). Direct purchase and agency. Socibras Representacoes Ltda. (agent), Rua Pedro I, n° 4, sobreloja, Rio de Janeiro ZC-58, Estado da Guanabara. WTD 8/19/65.

PAKISTAN—TV sets, 19″, 21″, 23″; 100 units; CCIR 625 lines per picture to a picture frequency of 25 per second, interlaced and field frequency of 50 034 second; electric current AC, 50 cycle, 220/230 v., single phase. Globe Industrial Stores Co. (importing distributor), 6 Brandreth Rd., Lahore, West. WTD 8/18/65.

366 Communication equipment

FINLAND—Signal lamps, related items; requests descriptive literature, prices. Karjalan Sahko Oy (manufacturer, importer, exporter), Hanko. WTD 3/1/65.

Aircraft radio, radar, other communications equipment. Requests brochures, price lists, terms. Direct purchase or agency. Finnwings Oy (importer, agent, retailer), Malmi Airport. WTD 8/19/65.

367 Electronic components, accessories

ENGLAND—Electronic components and semiconductors, computer peripherals. Agency and direct purchase. Weir Electronics Ltd. (importer, exporter), Durban Rd., Bognor Regis, Sussex. WTD 8/17/65.

VENEZUELA—Parts to assemble auto radios. Direct purchase for assembly by own facilities. Requests replies in Spanish. Pablo M. Tancredi—"Radio Fermi" (importer), Esquina Plaza, Edificio Plaza, Local C, San Agustin del Norte, Caracas. WTD 6/14/65.

369 Electrical machinery, equipment, supplies

● **CEYLON**—Supply of 3,450-6v. diesel starting storage batteries; 375-12v. SLI batteries for starting gasoline engines; 2,625-12v. batteries for diesel starting. Bid deadline Sept. 29. The Chairman, Tender Board, Ceylon Transport Board, Kirula Rd., Narahenpita, Colombo.★ (Telephone: 202-WO 7-4242).

371 Motor vehicles, motor vehicle equipment

FRANCE—Accessories for cars to be driven by invalids. S.E.M.A.—Societe d'Exploitation de Mecanique Automobile (manufacturer, repairer), 39 Rue de la Belle-Feuille, Boulogne (Seine). WTD 8/12/64.

ITALY—Automatic transmissions, pneumatic suspensions, heating and air conditioning apparatus for buses. Carrozzeria Menarini Bologna (manufacturer), 10 Viale Carlo Alberto Pichat, Bologna. WTD 8/18/65.

PAKISTAN—Crankshafts; pistons, piston rings; starters, starter parts; main bearings, gear box, complete; speedometers; timing motors, synchronous, electric; for passenger cars of continental, U.S., other makes. Veeco (importing distributor), 33 Liaquat Rd., Rawalpindi, West. WTD 7/30/65.

Motor vehicle bearings, trimetal and metal. Pak Hydraulic & Trading Co. (importing distributor), 64 McLeod Rd., Lahore, West. WTD 7/30/65.

372 Aircraft, parts

FINLAND—Aircraft accessories, equipment, related items. Requests brochures, price lists, terms. Direct purchase or agency. Finnwings Oy (importer, agent, retailer), Malmi Airport. WTD 8/19/65.

374 Railroad equipment

● **IRAN**—Supply of 80 units track section motor cars, 5-ton capacity, international standard width track, for Iranian State Railways, Maydane Rah-e-Ahan, Tehran. Tender No. 44/647, bid deadline Oct. 9. Specifications and drawing available for review only in the Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

● **TAIWAN**—Supply of materials and parts for construction of 10 30-ton oil tank cars. Tender No. IB-0004C, bid deadline Sept. 24. Global tender, financing by IBRD loan. Purchasing Dept., Central Trust of China, 49 Wuchang St., Sec. 1, Taipei, Taiwan. Copy of specifications and drawings available for review only in Rm. 4314, Transportation Equipment Division, BDSA-6340, Department of Commerce, Washington, D.C. 20230.

375 Motorcycles, bicycles, parts

PAKISTAN—Gear and parts for scooters and motorcycles of continental, British, U.S., other makes. Veeco (importing distributor), 33 Liaquat Rd., Rawalpindi, West. WTD 7/30/65.

381 Engineering, laboratory, scientific, research instruments

FINLAND—Aeronautical navigation equipment and instruments. Requests brochures, price lists, terms. Direct purchase or agency. Finnwings Oy (importer, agent, retailer), Malmi Airport. WTD 8/19/65.

FRANCE—Scientific instruments for agriculture and the dairy industry. Direct purchase and agency. Societe Aptest (importer, sales agent), 23/25 Ave. Franklin D. Roosevelt, Paris 8. WTD 7/26/65.

382 Instruments for measuring, controlling, indicating physical characteristics

FINLAND—Thermostats, related automatic temperature control devices; requests descriptive literature, prices. Karjalan Sahko Oy (manufacturer, importer, exporter), Hanko. WTD 3/1/65.

● **GREECE**—Machines for testing tensile, compression and bending, 1 each. Tender No. 474/1964, bid deadline Sept. 20. Ministry of Commerce, State Purchases Directorate "B", 50 Socratous St., Athens.

● **INDIA**—Supply of concrete thermometers, soil thermometers, large metric volumeasure, laboratory vibrator, compression testing machine. Required by Executive Engineer, Procurement Division, II Kalagarh (Bijnore), U.P. India. Tender No. BSE/637, bid deadline Sept. 22. Purchase against this tender inquiry will be made under Exim Credit and is therefore restricted to material of U.S. origin only. Tender documents available from, and bids should be sent to, India Supply Mission (Ref. BSE/637), 2536 Massachusetts Ave. NW., Washington, D.C. 20008.

JAPAN—Parking meters, initially 1,000 units with special features; direct purchase and agency. Narasaki Sangyo Co., Ltd., Tokyo Office (shipping and insurance), Imaasa Bldg., 1 Shiba Shimbashi 2-chome, Minato-ku, Tokyo. WTD 8/4/65.

384 Surgical, medical, dental instruments

FRANCE—Surgical apparatus, instruments and appliances for cardio-vascular surgery, including suction and drainage pumps, aspirators, cardio-stimulators, pacemakers, defibrillators, resuscitators, other artificial breathing apparatus; basal metabolism and spirometry instruments. Direct purchase and agency. Techniques Nouvelles Medicales & Sociales—Audipha (manufacturer, importer), 81 Rue d'Alsace, Courbevoie (Seine). WTD 7/29/65.

Sterilized absorbent cotton, bandages, surgical gauze, dressings, adhesive tapes, plasters. Etablissements Dorig (wholesaler), 10 Rue Choron, Paris 9. WTD 7/30/65.

JAMAICA—Medical, surgical equipment, all kinds, for use in hospital; direct purchase and agency. Hospital & Medical Equipment Service (agency), 38 Norbrook Rd., Kingston 8. WTD 8/16/65.

PAKISTAN—Surgical instruments, all types. Qureshi Brothers (importing distributor), 59 Pineview Rd., Abbottabad, West. WTD 8/18/65.

386 Photographic equipment

FRANCE—Heat-sensitive and transfer-diffusion reproduction paper, for duplicating and photocopying. Direct purchase and agency. Societe de Moyens d'Organisation (importer, dealer), 10/12 Rue Rodier, Paris 9. WTD 7/28/65.

Motion-picture films, films for television. Direct purchase and agency. Office Central Cinema Television (importer, sales agent), 125 Rue de l'Universite, Paris 7. WTD 6/16/65.

● **PAKISTAN**—Supply of one white printing machine, using sensitized paper up to 42″ wide; paper cutter for trimming copies. Tender

No. Pur. 8-2/65/636, bid deadline Sept. 16. Purchase Coordinating Officer, Pakistan Telegraph & Telephone Dept., Block No. 48A, Shahrah-e-Iraq, Government of Pakistan, Karachi. Tender documents available from the Consulate General of Pakistan, 12 East 65th St., New York, N.Y. 10021. (Telephone: 212-TR 9-5800).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

394 Toys, amusements, sporting goods

FRANCE—Toys, particularly dolls. Direct purchase and agency. Charles-Albert Levasseur (importer, dealer), 32 Rue Anatole France, Lille (Nord). WTD 8/3/64.

395 Pens, pencils, office, artists' materials

BELGIUM—Pens, pencils, marking devices, carbon paper, inked ribbons, other office supplies as sold by stationery stores; direct purchase or agency for Belgium. Creart S.A. (importer, exporter, wholesaler), 173 Avenue de l'Arbre Ballon, Brussels. WTD in preparation.

396 Costume jewelry, novelties, buttons, notions

BELGIUM—Imitation pearls, tinsels, colored metallic powders, other novelty materials for decorating dresses. Direct purchase or agency for Belgium, other European countries, and overseas. Geta S.A. (importer, exporter, manufacturer), 287 Chaussee de Maubeuge, Hyon-lez-Mons. WTD in preparation.

FRANCE—Costume jewelry, fancy, high quality. Direct purchase and agency. Ets. Bijoux Stern (importer, dealer), 171 Rue Lafayette, Paris 10. WTD 7/8/64.

399 Manufacturing industries

BELGIUM—Window and store displays; signs. Direct purchase or agency for Belgium, other European countries and overseas. Geta S.A. (importer, exporter, manufacturer), 287 Chaussee de Maubeuge, Hyon-lez-Mons. WTD in preparation.

Coin-operated amusement machines, spare parts. N.V. Competition Automaten (importer, exporter, wholesaler, manufacturer), 45 Boomsesteenweg, Aartselaar. WTD 8/11/65.

FRANCE—Color landscape photographs (Ektachromes) for advertising calendars. Calendriers Jean Lavigne (manufacturer), 7 Rue Corneille, Paris 6. WTD 7/26/65.

461 Petroleum pipe lines

FINLAND—Oil transportation and dispensing equipment. Requests full details, price lists. Ky. J. K. Pajarinen & Co. (importer), Veneentekijantie 6, Helsinki 21. WTD 8/19/65.

505 Farm products, raw materials

HONG KONG—Furs, dressed, mink, male and female. Prices to be quoted c&f Hong Kong by air freight. Sing Woo Co. (importer, exporter, wholesaler), 603 Bank of East Asia Bldg., Hong Kong.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

200 Food products

BELGIUM—Foodstuffs, food preparations, groceries, all kinds. Agency for Belgium. Mr. E. J. Scuflaire (agent), 81 Rue Doumier, Ans. WTD 8/13/65.

203 Canning, preserving foods

ENGLAND—Canned and frozen meats, fruits, vegetables and fish, with emphasis on meat products. Alfred G. Farr, Foodwell Ltd. (agent, distributor), Battlebridge House, 87-95 Tooley St., London, S.E.1. WTD 7/23/64.

206 Sugar

IRAQ—Raw sugar. Rouben Y. Zelouf (importer, agent), Shakarchi Bldg., Safaffir St., Baghdad. WTD 8/6/65.

207 Confectionery

BELGIUM—Confectionery, candies, sweets, all kinds. Agency for Belgium. Mr. E. J. Scuflaire (agent), 81 Rue Doumier, Ans. WTD 8/13/65.

209 Food preparations

FRANCE—Oil cakes, feedstuffs. Rene Le Guern (commission merchant, agent), Moulin de Chandai (Orne). WTD 8/10/64.

GREECE—Soybean, cottonseed oils; fish oil. Constantin Th. Tsagouris, Argos, Greece. WTD 8/11/65.

220 Textile mill products

GERMANY—Upholstery fabrics: cotton, wool, velour, rayon, any fabrics new to the market. Requests replies in German. Helmut Roebers Handelsvertretung CDH (agent), 8 Freiheitstrasse, 4054 Lobberich. WTD 7/30/65.

NEW ZEALAND—Fashion piece goods, furnishing fabrics, towels, diapers, baby blankets, lingerie laces. Don Havers and Co. (manufacturers' representative), P.O. Box 5285, Auckland. WTD 8/17/65.

SOUTH AFRICA—Fashion fabrics, furnishing fabrics, all kinds, all fibers. Narona Textiles (Pty) Ltd. (manufacturers' representative), 803 Pritchard House, Pritchard St., Johannesburg. WTD 8/18/65.

222 Broad woven fabric

BELGIUM—Printed dress materials of synthetic fibers. Agency for Belgium. Mr. P. Santkin (agent), 137 Rue Dr. E. Lambotte, Brussels. WTD 8/13/65.

NETHERLANDS—Greige textile fabrics of synthetic fibers or filament, suitable for industrial purposes, such as ducks, tent cloth, conveyor belts, PVC- and rubber coating. P. Eijgenraam (sales agent), 20 Jac. Perklaan, Haarlem. WTD 8/18/65.

227 Floor covering mills, products

GERMANY—Carpets, wool, wall to wall, all sizes. Requests replies in German. Helmut Roebers Handelsvertretung CDH (agent), 8 Freiheitsstrasse, 4054 Lobberich. WTD 7/30/65.

228 Yarn, thread mills

NETHERLANDS—Industrial yarns including cottons and synthetic yarns and fibers, for weaving, hosiery and carpet industries. Desires to purchase on a commission basis exclusively. Firma H. te Nijenhuis (importer, agent, commission merchant), 54 Daslaan, Waalre. WTD 7/26/65.

PAKISTAN—Rayon and nylon yarns. Requests quotations c&f Karachi. A. A. Karim Bros. (importer, agent), 1/6 New Cloth Market, Dunolly Rd., Karachi. WTD 5/18/64.

Rayon yarns. Requests quotations c&f Karachi. Akhtar Anees & Co. (indent agent), 20/21 Cochinwala Market, 2nd Floor, Laxmidas St., Karachi 2.

242 Sawmills, planing mills

SOUTH AFRICA—Lumber, southern yellow pine, 6" x 6", 6" x 9", 9" x 9", etc., in lengths of 16' to 34'. Trade Opportunities Staff, BDSA-6192, Rm. 4203, Box JO-48, U.S. Department of Commerce, Washington, D.C. 20230.

262 Paper mills

IRAQ—Cigarette paper. Rouben Y. Zelouf (importer, agent), Shakarchi Bldg., Sefaffir St., Baghdad. WTD 8/6/65.

281 Industrial chemicals

BELGIUM—Industrial chemicals for use in paper, metalworking and textile industries. Agency for Europe. Mr. J. Erwteman—Produits Chimiques et Pharmaceutiques (importer, agent), 107 Avenue de Broqueville, Brussels. WTD 8/17/65.

PAKISTAN—Chemicals for use in textile industry. Requests quotations c&f Karachi. Al-Ameen Trading Corp. (importer, agent), 39-B Rawalpindi Bldg., Serai Rd., Karachi. WTD 12/4/64.

282 Synthetic materials

BELGIUM—Synthetic fibers, all kinds. Agency for Belgium and France. Etablissements Leon Delrue S.P.R.L. (importer, wool processor), 118 Rue Auguste Reyers, Brussels. WTD 8/12/65.

283 Drugs

BELGIUM—Pharmaceutical raw materials, such as hormones, vitamins, barbituric acids. Agency for Europe. Mr. J. Erwteman—Produits Chimiques et Pharmaceutiques (importer, agent), 107 Avenue de Broqueville, Brussels. WTD 8/17/65.

VENEZUELA—Concentrated supplements for animal feeds (vitamins, DL-Methionine, Santoquin, Nacin, etc.). Agency for entire country. Quimicas Asociadas, C.A. (sales agent), Aptdo. 12539, Sabana Grande, Correo 2, Caracas. WTD 1/25/65.

284 Soap, cosmetics

FRANCE—Toilet soap; cosmetics and facial preparations; toilet preparations for use on feet. Prodocentre (manufacturer), 78 Rue de Rivoli, Paris 4. WTD 6/23/65.

289 Chemical products

AUSTRALIA—Mining explosives, blasting

accessories; seismic explosives, blasting accessories; prilled ammonium nitrate; seismic sensitized papers, developing fluids; drilling muds, fluids. Geoffrey J. Lord, Industrial Consultant, 111 Pentecost Ave., Turramurra, N.S.W. WTD 8/11/65.

306 Fabricated rubber products

AUSTRALIA—Lifebuoys; rescue and survival apparatus. Geoffrey J. Lord, Industrial Consultant, 111 Pentecost Ave., Turramurra, N.S.W. WTD 8/11/65.

307 Plastic products

PAKISTAN—Plastic sheets. Requests quotations c&f Karachi. Akhtar Anees & Co. (indent agent), 20/21 Cochinwala Market, 2nd Floor, Laxmidas St., Karachi 2. WTD 6/26/64.

322 Glass, glassware

BELGIUM—High quality and inexpensive crystals; quality glassware; glass gift items. Agency for Belgium and Luxembourg. Keramika (importer, agent), 65 Rue Montagne-aux-Herbes Potageres, Brussels 1. WTD 8/13/65.

PAKISTAN—Laboratory glassware. Requests quotations c&f Karachi. Azam Instruments Ltd. (importer, agent), Dar-ul-Ghazali, 26 Shaheed-e-Millat Rd., Karachi 5. WTD 2/8/65.

326 Pottery, related products

BELGIUM—Earthenware, porcelain, all kinds, including gift items. Agency for Belgium. Keramika (importer, agent), 65 Rue Montagne-aux-Herbes Potageres, Brussels 1. WTD 8/13/65.

331 Steel mill products

PAKISTAN—Steel sheets, steel bars. Requests quotations c&f Karachi. Arshad & Co. (importer, indent agent), P.O. Box 4135, Saleh Mohd St., Karachi 2. WTD 3/5/65.

Galvanized iron pipes. Requests quotations c&f Karachi. I. & S. Corp. (importer, agent), 2nd Floor, Dada Chambers, Bunder Rd., P.O. Box 5025, Karachi 2. WTD 8/11/65.

Ferrous metals: steel sheets, steel bars. Requests quotations c&f Karachi. Associated Italian Commercial Agencies (AICA Pakistan) Ltd. (importer, indent agent), Eastern Bank Bldg., McLeod Rd., Karachi. WTD 11/24/64.

Steel sheets, steel billets. Requests quotations c&f Karachi. Alam Ltd. (importer, agent), Bank House No. 1, Habib Square, Bunder Rd., Karachi.

333 Primary smelting, refining of nonferrous metals

PAKISTAN—Nonferrous metals. Requests quotations c&f Karachi. Associated Italian Commercial Agencies (AICA Pakistan) Ltd. (importer, indent agent), Eastern Bank Bldg., McLeod Rd., Karachi. WTD 11/24/64.

336 Nonferrous foundries

AUSTRALIA—Marine variable pitch propellers, cycloidal propellers, bow-thrust propellers, special propulsion systems. Geoffrey J. Lord, Industrial Consultant, 111 Pentecost Ave., Turramurra, N.S.W. WTD 8/11/65.

342 Cutlery, hand tools, general hardware

BELGIUM—Building hardware, general line, suitable for distribution through general hardware and builders' merchandise stores, and for use in building construction. Agency for Belgium. Metallic S.C. (importer, wholesaler), 120 Rue des Deux-Gares, Brussels. WTD 8/13/65.

SOUTH AFRICA—Soldering irons; pipe wrenches; pliers; nonsparking hand tools; heavy forged tools; linemen's tools; miners' tools; wrenches other than pipe wrenches. Earth augers; padlocks; luggage hardware; harness and saddlery hardware. R. S. Doody & Co. (Pty) Ltd. (manufacturers' representative), 315 Innes Chambers, Pritchard St., Johannesburg. WTD 10/30/64.

344 Fabricated structural metal products

AUSTRALIA—Marine aids to navigation, including buoys. Geoffrey J. Lord, Industrial Consultant, 111 Pentecost Ave., Turramurra, N.S.W. WTD 8/11/65.

351 Engines, turbines

AUSTRALIA—Marine fresh-water evaporators, distilling apparatus; waste heat boilers; diesel engines for main propulsion, auxiliaries. Butterfly valves; penstocks; pressure pipelines; bifurcates for power generation; hydraulic power station equipment, controls, accessories. Water turbines, all types and sizes. Geoffrey J. Lord, Industrial Consultant, 111 Pentecost Ave., Turramurra, N.S.W. WTD 8/11/65.

THAILAND—Gasoline and diesel high speed engines for industrial and construction uses; 10-30 h.p.; speed 3,000-4,000 rpm; water or air cooled. Loxley (Bangkok) Ltd. (importer, wholesaler, commission agent), 304 Suapa Rd., Bangkok. WTD 9/21/64.

352 Farm machinery

PAKISTAN—Agricultural tractors. Requests quotations c&f Karachi. Bicat Co. Ltd. (importer, agent), 5th Floor, El-Markaz, Bunder Rd., Karachi. WTD 9/10/64.

VENEZUELA—Spare parts for wheel type tractors. Agency for entire country. Requests replies in Spanish. Guillermo Semprun R. (sales agent), Aptdo. No. 8537, Residencias Deco, 2a Transversal de Los Palos Grandes, Caracas. WTD 6/25/65.

353 Construction, mining, materials handling machinery

AUSTRALIA—Mining machinery, coal and metalliferous: coal cutters, shearers, slicers, trepanners, plows, shearer-loaders; continuous miners-gathering-arm, borer, ripper or combination types; drilling equipment, electric and hydraulic, handheld and mobile; diamond and shot-core drills; soil and rock sampling and testing bits; roof-bolting machines, special designs of roof bolts; blasting accessories; water-infusion pumps and equipment; methane drainage equipment; diesel and battery-operated supply cars; coal loaders; diesel, battery and cable-reel shuttle cars; compressed air rock drills, air legs, drifter and stoper drills, drill rods, drill bits and accessories; single-leg and multiple-leg fixed hydraulic roof supports; tungsten-carbide tipped cutter picks, roof bolting bits, drilling bits; rotary feeder-breakers for coal, sheeled and track-mounted; ratio-feeders; belt chain and armored conveyors; conveyor idlers and rollers; conveyor belting; hoists, haulages and winches—hydraulic, electric and air-operated; mine cars, tipplers, car-spotting and car-handling gear; man-riding cars; auxiliary ventilating fans—air and electrically operated, ventilating tube; mining instruments and safety gear; mine rescue apparatus. Geoffrey J. Lord, Industrial Consultant, 111 Pentecost Ave., Turramurra, N.S.W. WTD 8/11/65.

Marine equipment: windlasses, capstans, cargo-handling winches (electric and hydraulic types). Geoffrey J. Lord, Industrial Consultant, 111 Pentecost Ave., Turramurra, N.S.W. WTD 8/11/65.

Seismic exploration drills, pumps, drilling accessories, drilling bits; blasting accessories. Geoffrey J. Lord, Industrial Consultant, 111 Pentecost Ave., Turramurra, N.S.W. WTD 8/11/65.

PAKISTAN—Road rollers, road construction equipment. Requests quotations c&f Karachi. Allied Agencies (Pakistan) Ltd. (importer, agent), 18 Chartered Bank Chambers, McLeod Rd., Karachi. WTD 6/8/65.

Road building equipment; earthmoving equipment. Requests quotations c&f Karachi. Consolidated Commercial Co. Ltd. (importer, agent). Garden Rd., P.O. Box 7217, Karachi 3. WTD 8/13/65.

Road rollers, road building equipment. Requests quotations c&f Karachi. I. & S. Corp. (importer, agent), 2nd Floor, Dada Chambers, Bunder Rd., P.O. Box 5025, Karachi 2. WTD 8/11/65.

Earthmoving equipment, all kinds. Requests quotations c&f Karachi. Bicat Co. Ltd. (importer, agent), 5th Floor, El-Markaz, Bunder Rd., Karachi. WTD 9/10/64.

Power cranes, draglines, shovels. Requests quotations c&f Karachi. Associated Italian Commercial Agencies (AICA Pakistan) Ltd. (indent agent), Eastern Bank Bldg., McLeod Rd., Karachi. WTD 11/24/64.

354 Metalworking machinery

ENGLAND—High quality special purpose machine tools such as grinding and milling machines. Ringway Machine Tools Ltd. (importers), 42 Barton Arcade, Deansgate, Manchester 3. WTD 6/21/65.

SOUTH AFRICA—Home workshop drilling machines; grinding machines; lathes; sawing machines. R. S. Doody & Co. (Pty) Ltd. (manufacturers' representative), 315 Innes Chambers, Pritchard St., Johannesburg. WTD 10/30/64.

355 Special industry machinery

AUSTRALIA—Municipal and water supply authorities' equipment, including chemical dosing apparatus. Geoffrey J. Lord, Industrial Consultant, 111 Pentecost Ave., Turramurra, N.S.W. WTD 8/11/65.

PAKISTAN—Machinery for production of cement. Machinery for production of cotton and silk textiles. Requests quotations c&f Karachi. Al-Ameen Trading Corp. (importer, agent), 39-B Rawalpindi Bldg., Serai Rd., Karachi. WTD 12/4/64.

Sugar mills, allied equipment. Requests quotations c&f Karachi. Al-Ameen Trading Corp. (importer, agent), 39-B Rawalpindi Bldg., Serai Rd., Karachi. WTD 12/4/64.

SPAIN—Optical machinery, i.e., automatic grinding and surfacing; edgers (cutting). General Optica Catalana, S.L. (manufacturer, importer), Rambla Cataluna 87, Barcelona 8. WTD 4/22/65.

VENEZUELA—Machinery and equipment for confectionery and bakery industries. Sales agency for entire Venezuela. Martinez Martens, C.A. (importer, sales agent), Edificio La Hacienda, Avenida Principal, Las Mercedes, Caracas. WTD 8/2/65.

356 General industrial machinery

AUSTRALIA—Marine equipment and ship machinery: ships' steering gears, electric, electro-hydraulic vane or ram type; davit gear; skylight lifting gear; stabilizers—tank or fin type; marine-duty pumps, valves and control gear; hatchcovers and hatch control gear; tanker cleaning gear and ventilating fans; marine forward/reverse gearboxes. Portable dewatering and slurry pumps for mining; hydraulic pumps and control gear. Power generation equipment: storage pumps, large capacity. Air pollution control equipment. Geoffrey J. Lord, Industrial Consultant, 111 Pentecost Ave., Turramurra, N.S.W. WTD 8/11/65.

PAKISTAN—Air compressors, portable and stationary. Requests quotations c&f Karachi. Consolidated Commercial Co. Ltd. (importer, agent), Garden Rd., P.O. Box 7217, Karachi 3. WTD 8/13/65.

358 Service industry machines

AUSTRALIA—Sewage treatment plant, including disintegrators, screening plant; grit removal plant; primary and secondary sedimentation plant; surface aeration and air blowing equipment; rotary sprinklers; sewage pumps, sewage digesters and sludge heating apparatus; ejector stations; penstocks, valves, fittings. Pipeline, sewer and drain cleaning apparatus; water filtration, purification and treatment plant. Geoffrey J. Lord, Industrial Consultant, 111 Pentecost Ave., Turramurra, N.S.W. WTD 8/11/65.

FRANCE—Industrial refrigerators and freezers. Societe G. Borderieux (wholesaler), 7/9 Rue du Onze Novembre, Caen (Calvados). WTD 8/17/65.

PAKISTAN—Air conditioners, central station, self contained. Requests quotations c&f Karachi. Bicat Co. Ltd. (importer, agent), 5th floor, El-Markaz, Bunder Rd., Karachi. WTD 9/10/64.

SPAIN—Refrigerators; refrigeration machinery, except household; complete air conditioning units. Miguel Frau Amengual (AKA "Superfrigorificos Frau") (importer, agent), Sindicato 95-101, Palma de Mallorca, Balearic Islands. WTD 5/19/65.

361 Electric transmission, distribution equipment

AUSTRALIA—Mining equipment, including flameproof control gear, gate-end boxes, switchgear, plugs and sockets, cable connectors, underground transformers. Geoffrey J. Lord, Industrial Consultant, 111 Pentecost Ave., Turramurra, N.S.W. WTD 8/11/65.

PAKISTAN—Power transformers. Requests quotations c&f Karachi. Associated Italian Commercial Agencies (AICA Pakistan) Ltd. (indent agent), Eastern Bank Bldg., McLeod Rd., Karachi. WTD 11/24/64.

362 Electrical industrial apparatus

AUSTRALIA—Marine cathodic protection equipment and systems. Geoffrey J. Lord, Industrial Consultant, 111 Pentecost Ave., Turramurra, N.S.W. WTD 8/11/65.

PAKISTAN—Generators, alternating current; 2,000 kw and over. Requests quotations c&f Karachi. Associated Italian Commercial Agencies (AICA Pakistan) Ltd. (indent agent), Eastern Bank Bldg., McLeod Rd., Karachi.

363 Household appliances

ABU DHABI—Refrigerators and freezers. Technical Services & Supply Co., Ltd. (importer, retailer, wholesaler), P.O. Box 277, Abu Dhabi, Trucial States (Arabian Gulf). WTD 2/21/65.

SPAIN—Household refrigerators; home and farm freezers. Miguel Frau Amengual (AKA "Superfrigorificos Frau") (importer, agent), Sindicato 95-101, Palma de Mallorca, Balearic Islands. WTD 5/19/65.

364 Electric lighting, wiring equipment

AUSTRALIA—Marine equipment: navigation lights, searchlights, flameproof light fittings for lanterns; all lighting equipment required to be certified for marine use. Gas and electrically operated beacons, lanterns, lighthouse equipment. Mining equipment: flameproof lighting equipment; miners' cap lamps. Geoffrey J. Lord, Industrial Consultant, 111 Pentecost Ave., Turramurra, N.S.W. WTD 8/11/65.

366 Communication equipment

AUSTRALIA—Marine equipment: ships' whistles, foghorns, warning and signalling gear. Mining equipment: trolley phones and frequency-modulated radio remote supervisory control gear; mine signalling apparatus—telephone, voice, bell and alarm. Geoffrey J. Lord, Industrial Consultant, 111 Pentecost Ave., Turramurra, N.S.W. WTD 8/11/65.

367 Electronic components, accessories

AUSTRALIA—Marine radar reflectors. Geoffrey J. Lord, Industrial Consultant, 111 Pentecost Ave., Turramurra, N.S.W. WTD 8/11/65.

371 Motor vehicles, motor vehicle equipment

PAKISTAN—Automotive replacement parts. Requests quotations c&f Karachi. Allied Agencies (Pakistan) Ltd. (importer, agent), 18 Chartered Bank Chambers, McLeod Rd., Karachi. WTD 6/8/65.

VENEZUELA—Spare parts for automotive vehicles, especially automatic transmission parts. Agency for entire country. Requests replies in Spanish. Guillermo Semprun R. (sales agent), Aptdo. 8537, Residencias Deco, 2a Transversal de Los Palos Grandes, Caracas. WTD 6/25/65.

373 Ship building, repairing

AUSTRALIA—Ships' lifeboats and lifecrafts. Geoffrey J. Lord, Industrial Consultant, 111 Pentecost Ave., Turramurra, N.S.W. WTD 8/11/65.

374 Railroad equipment

AUSTRALIA—Mining machinery and equipment, including diesel locomotives; electric battery and trolley-wire locomotives. Geoffrey J. Lord, Industrial Consultant, 111 Pentecost Ave., Turramurra, N.S.W. WTD 8/11/65.

381 Engineering, laboratory, scientific, research instruments

AUSTRALIA—Seismic instrumentation; control, recording, interpretation apparatus. Geoffrey J. Lord, Industrial Consultant, 111 Pentecost Ave., Turramurra, N.S.W. WTD 8/11/65.

383 Optical instruments, lenses

PAKISTAN—Planetarium. Requests quotations c&f Karachi. Eastinghouse International Co. Ltd. (importer, agent), El-Markaz, 3rd Floor, Bunder Rd., Karachi 3. WTD 4/20/65.

384 Surgical, medical, dental instruments

FRANCE—Orthopedic foot appliances, all kinds. Prodocentre (manufacturer), 78 Rue de Rivoli, Paris 4. WTD 6/23/65.

PAKISTAN—Medical instruments. Requests quotations c&f Karachi. Azam Instruments Ltd. (importer, agent), Dar-ul-Ghazali, 26 Shaheed-e-Millat Rd., Karachi 5. WTD 2/8/65.

385 Ophthalmic goods

SPAIN—Ophthalmic goods, including sunglasses and spectacle frames; celluloid or gold-filled, or combination. General Optica Catalana, S.L. (manufacturer, importer), Rambla Cataluna 87, Barcelona 8. WTD 4/22/65.

394 Toys, amusement, sporting goods

PAKISTAN—Miniature golf course, layout and equipment. Requests quotations c&f Karachi. Eastinghouse International Co. Ltd. (importer, agent), El-Markaz, 3rd Floor, Bunder Rd., Karachi. WTD 4/20/65.

599 Retail stores

BELGIUM—Gift items, including novelties and souvenirs, inexpensive and high quality, in glass, pottery. Agency for Belgium. Keramika (importer, agent), 65 Rue Montagne-aux-Herbes Potageres, Brussels 1. WTD 8/13/65.

Giftware, novelties, advertising material, including inexpensive ball point pens. Agency and/or direct import. Gemaco S.P.R.L. (importer, exporter, wholesaler), 59 Rue du Marteau, Brussels. WTD 8/13/65.

Leads for Importers

229 Textile goods

BRAZIL—Jute fabrics for bagging, in bolts or rolls. Samples available on request. Stanley Rygler (agent), Avenida Presidente Vargas 446, 14° andar, sala 1401, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 6/23/65.

232 Men's, youths', boys' furnishings

FINLAND—Athletic uniforms: track suits of cotton and Helanca yarn; skating tights of Helanca yarns; cross country ski suits of cotton. Specially designed for school, team, sporting club use. Full details, prices available upon request. Kisapuku (manufacturer, exporter, importer), Asemakatu 14, Rauma. WTD 6/29/65.

233 Women's, misses', juniors' outerwear

FINLAND—Athletic uniforms: track suits of cotton and Helanca yarn; speedskating tights of Helanca yarns. Specially designed for school, team, sporting club use. Full details, prices available upon request. Kisapuku (manufacturer, exporter, importer), Asemakatu 14, Rauma. WTD 6/29/65.

265 Paperboard containers, boxes

FINLAND—Coated paper cups, containers; wide assortment available. Brochures, prices.

full details available upon request. Huhtamaki-yhtyma Oy (manufacturers, exporters, importers, wholesalers), Kaisaniemenkatu 6, Helsinki. WTD 11/6/64.

283 Drugs

FINLAND—Pharmaceutical compounds: Ergotamine tartrate; Phenindione (anticoagulant); Amixyl (tuberculocide). Full details, including chemical analysis, available upon request. Huhtamaki-yhtyma Oy (manufacturers, exporters, importers, wholesalers), Kaisaniemenkatu 6, Helsinki. WTD 11/6/64.

IRAQ—Licorice root; will have stocks available for shipment in March or April 1966. Victor N. Bahoshy (exporter, commission agent), P.O. Box 247, Baghdad. WTD 3/29/65.

307 Plastic products

GERMANY—Plastic decorative wall coverings. Requests replies in German. Triplastic Gesellschaft fuer Kunststofftechnik mbH (manufacturer, exporter), 4102 Homberg, 2-12 Moerserstrasse. WTD 7/19/65.

342 Cutlery, hand tools, general hardware

FINLAND—Security locks and locking systems, sold under trademark "Abloy" in United Kingdom and western Europe. Manufacturer seeks distributors or agents. Full details available upon request. Wartsila-koncernen A/B (manufacturer, importer, exporter), Sornas Strandvag 9/11, Helsinki. WTD 8/13/65.

355 Special industry machinery

FRANCE—Textile finishing machinery. Ets. Albert C. Scholaert (manufacturer), 92 Rue de l'Amiral Courbet, Tourcoing (Nord). WTD 7/30/65.

383 Optical instruments, lenses

FRANCE—Microscopes: research, biological, stereoscopic. Microscopes Nachet (manufacturer), 17 Rue Saint-Severin, Paris V. WTD 7/30/65.

399 Manufacturing industries

NEPAL—Brass and bronze figures, carved ivory and sandal wood figures, painted cloth banners and bamboo paper, used stamps and coins, precious and semi-precious stones, star sapphires and rubies, carved gems, enamelled jewelry. Samples on request. Specify quantities desired. Gem Palace (manufacturer, retailer, distributor), Juddha Rd., Kathmandu. WTD in preparation.

Uruguay extends deadline on rail passenger cars

The National Railways, Montevideo, has extended the bid deadline from Aug. 31 to Oct. 15, Tender No. 630/61, for 25 self-propelled diesel rail passenger cars. (INTERNATIONAL COMMERCE, July 19, p. 34.)

India extends bid deadline

The Office of the General Manager (Electrical), Central Railway, Victoria Terminus, Bombay 1, India, has extended the bid deadline for 4 units of 3,000 kw rectifier sets from Sept. 15 to Oct. 15. (INTERNATIONAL COMMERCE, July 19, p. 33, under SIC No. 362.)

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—H. L. McCowan, C. T. Bowring Services (Australasia) Pty. Ltd., 32 Bridge St., Sydney, **interested in meeting suppliers of yarns, fibers, fabrics, naval stores with view to importing directly and negotiating agency arrangements.** Mid-September via New York for 7 days. C/o Bowring & Co., 17 Battery Place, New York, N.Y. Itinerary: New York. WTD 7/19/65.

BRAZIL—Jacques Politi, Picolimon S.A., Av. Senador Queiroz 605 c/1304, Sao Paulo, interested in **purchasing egg processing machinery;** requesting technical information. Aug. 23 via New York for 3 to 4 weeks. C/o Century Hotel, 111 W. 46th St., New York, N.Y. Itinerary: New York. WTD 8/18/65.

ECUADOR—Julio Wickenhauser B., Hurtado 808, Guayaquil, interested in **purchasing machinery for manufacture of table glassware and lead plumbing fixtures;** requesting technical information. Sept. 5 via Miami for 2 to 3 months. c/o Ecuadorean Consulate, 50 St. Paul Bro., Boston, Mass. Itinerary: Boston, New York, Miami. WTD in preparation.

FINLAND—Stig Meincke, Manager, Maanviljelijain Maitokeskus Oy, Hameentie 111, Helsinki, **interested in machinery for making ice cream and frozen bread, other dairy or bakery product machinery and equipment;** requesting technical information. Sept. 9 via New York until Nov. 3. c/o Finnish Consulate General, 200 East 42nd St., New York, N.Y. Itinerary: Sept. 9-Oct. 10, New York; Oct. 11-16 Philadelphia; Oct. 25-30 Chicago; Nov. 1-3 Rockford, Ill. WTD in preparation.

FRANCE—Rene Bourgey-Biron, S.A. Noel Biron & Cie., 236 Rue Marcel Merieux, Lyon (7), Rhone, **interested in technical information concerning the meat industry, particularly frozen meat by-products.** Sept. 1 via New York for 1 month. C/o Visitors Mail Room, French Consulate General, 934 5th Ave., New York, N.Y. Itinerary: New York; Washington, D.C.; Chicago; Dubuque and Sioux City, Iowa; Minneapolis; Sioux Falls, S.D.; Madison, Wis.; Omaha, Neb.; Kansas City, Mo.; Denver, Greeley, Cheyenne Wells, Colo. WTD 8/18/65.

INDIA—Sitaram Gupta, Senior Partner, Dulichand Omraolall, Hindusthan Buildings, 4 Chittaranjan Ave., Calcutta 13, interested in **purchasing plant for preparation of edible oil out of cotton seed and peanuts and in selling castor oil.** Sept. 1 via San Francisco for 20 days. C/o American Express Co., 253 Post St., San Francisco, Calif. Itinerary: Los Angeles, Nashville, Chicago, Detroit, New York. WTD in preparation.

IRAQ—Louis S. Bakose, representing himself as contractor in joint venture with H. Mahmood Bunnia & Sons, Al-Bunnia Bldg., Shorja, Baghdad, **interested in purchasing dredges, seeing them in operation, and contacting U.S. contractors interested in joint venture on Contract No. 10—Khalis Canal, Diyala Irrigation Project;** requesting technical information on dredges. Sept. 1 via New York for 2 weeks. c/o Department of Commerce New York Field Office. Itinerary: New York, others to be arranged. WTD on Bunnia company 8/12/65.

ISRAEL—Aron Bacia, manager, and Moshe Machlis, engineer, Metal Works Netzer-Sereni, Kibutz Netzer-Sereni, Post Beer Yaacob, interested in **buying trailer components, spare parts;** requesting technical information on construction of semi-trailers. Sept. 15 via New York for 3 to 4 weeks. C/o Israel Supply Mission, 850 3rd Ave., New York, N.Y. Itinerary: New York; Albion, Pa.; Cleveland; Wayne, Mich.; Louisville, Ky.; others to be arranged. WTD 6/16/64.

MOROCCO—Rahamin Serfaty, I.O.M.R.I.—Serfaty et Cie., 29 Rue Ibn Batouta, B. P. 358, Casablanca, **interested in meeting U.S. manufacturers of rayon and nylon yarns, textile raw materials.** Sept. 15 via New York for 8 days. c/o Consulate General of Morocco, 757 3rd Ave., New York, N.Y. Itinerary: New York; Washington, D.C. WTD 10/22/64.

PAKISTAN—M. Akhtar Butt, Managing Director, Aeronautical Equipment Co., Badri Bldg., McLeod Rd., Karachi, **interested in aircraft, spares, electronics, ground equipment, cables, armaments, auto spares, accessories, military equipment, communication equipment, heavy industrial equipment machinery;** requesting technical information. On or about Sept. 10 via New York for 6 to 8 weeks. C/o Link Communication Inc., 51 Vesey St., New York 7, N.Y. Itinerary: Washington, D.C.; New York; Chicago; Ohio; California; Seattle; St. Louis. WTD 8/13/64.

Humayun Iqbal Butt, representing M/s Butt Engineering Industries, Butt Engineering Stores, and M/s Nazimabad Ice & Cold Storage Co., 29 Badri Bldg., McLeod Rd., Karachi, **interested in purchase of machinery, agency agreements;** requesting technical information regarding manufacture of gasoline dispensing pumps, machinery, machine tools. Sept. 10 via New York for 6 weeks. c/o J. L. Hockman Inc., 29 Broadway, New York 6, N.Y. Itinerary: New York; Washington, D.C.; Seattle; California; Ohio; Chicago; Florida. WTD 6/7/65.

SCOTLAND—John G. Ogg, Managing Director, Rowan & Boden Ltd., Renfrew Rd., Paisley, **interested in finding new products to manufacture under license in U.K., joint venture arrangements with a U.S. company, furthering technical knowledge of existing trading activities.** Sept. 15 via New York for 3 weeks. c/o John E. T. English, 44 Wall St., New York, N.Y. 10005. Itinerary: New York, Chicago, Detroit, Los Angeles. WTD 8/12/63.

SOUTH AFRICA—D. S. Davis, R. Buley, Reginald Rowland Mitchell Cousens, representing Gold Fields of South Africa Ltd., 75 Fox St., Johannesburg, **interested in mining and mining equipment;** requesting technical information. Sept. 12 via New York for 6 weeks. C/o Gold Fields American Corp., 280 Park Ave., New York 17, N.Y. Itinerary:

New York; Rapid City, S.D.; Salt Lake City; Butte; Seattle; San Francisco; Los Angeles; Las Vegas. WTD 7/28/65.

SWEDEN—Bengt Gullbrandson, AB Helios Kemisk-Tekniska Fabriken, Fack, Stockholm 32, **interested in studying laundries, cleaning of slaughter houses, fabrics and garments of paper, washing powder factory;** requesting technical information. Sept. 6-8 via New York for 3 to 4 weeks. c/o Department of Commerce Chicago Field Office. Itinerary: New York, Chicago. WTD in preparation.

Pumps bid deadline changed

The Municipalidad de Guatemala, Secretaria Municipal (60. piso), Palacio Municipal, Guatemala City, Guatemala, has extended the bid deadline for four vertical pumps, tender No. 4/65, from July 20 to Sept. 28. (INTERNATIONAL COMMERCE, July 5, p. 38.)

Cast iron pipe, fittings sought in Burmese tender

The Government of the Union of Burma has issued tender No. 106/CS/64-65/GOVT. which calls for cast iron spun pipe and fittings.

The tender calls for 36 items of various sizes and diameters including 220,000 r.ft. of cast iron spun pipe Class "B" spigot and socket, cast iron spun bends, double flange (duckfoot) bends, collars, crosses, reducers, tapers, tail pieces, tees, and 30 sets of 100 ft. rod drain cleaning complete with accessories.

Bid deadline is 4 p.m., Sept. 15. Address bids to Division Manager, Construction Stores No. (1) Division, People's Stores Corp., Rangoon.

Copies of the tender and terms are available to firms located in the U.S. from the Building Materials & Construction Industries Division, Rm. 4014, BDSA-6460, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3601.

Future Construction

ARGENTINA—An Inter-American Development Bank loan to Argentina of $5 million will help finance the first stage of a **national water supply plan** for rural communities with 100 to 3,000 inhabitants.

The plan will be carried out by the Servicio Nacional de Agua Potable y Saneamiento Rural, a rural water supply agency of the Ministry of Social Welfare and Public Health. The $10 million first stage of the plan will benefit about 400,000 people.

Thirty-six projects are ready to be undertaken in rural communities of the provinces of Catamarca, La Rioja, Mandoza, Misiones, Salta y San Juan.

The projects will include the **development of water sources, installation of pumping and storage facilities, expansion of distribution networks, installation of home connections and public fountains, and construction of water treatment plants.**

CHILE—The World Bank has approved a loan equivalent to $2,750,000 for the **expansion of vocational training** in Chile. The loan will assist in building and equipping vocational training centers to provide accelerated training for 14,000 additional industrial workers a year in such key occupations as metalworking, mechanics, electronics, farm equipment, and mining. The project will provide Chile with a large part of the skilled manpower it needs for industrial growth and will also increase the earning capacity of the workers.

The loan is being made to the Corporacion de Fomento de la Produccion (CORFO) in support of the vocational training program of its affiliate, the Servicio de Cooperacion Tecnica (Servicio) which was established in 1952 to foster the development of productivity and manpower services. Over the years Servicio's function and scope of activities have broadened and now cover three basic services: vocational training for industry and agriculture—by far the largest of its programs—technical assistance to Chilean industry, and development of small business.

The main elements of the project being assisted by the Bank loan are:

Construction and equipment of 7 new vocational training centers.

Structural modification and further equipment for 3 existing centers and the provision of additional equipment for 4 centers.

Provision of equipment for the expansion of courses in 9 industrial schools and equipment for 18 industrial schools to start courses.

Provision of 5 mobile workshops to teach miners modern techniques.

Printing, audio-visual and transport equipment for improved administration of the Servicio's training program.

Write: Corporacion de Fomento de la Produccion (CORFO), Santiago, Chile.

ECUADOR—The Export-Import Bank of Washington has announced a $5.5 million Alliance for Progress loan to the Social Security Fund of Ecuador. The loan will finance purchases in the United States of **equipment needed at four new hospitals** having a total of 1,340 beds.

One of the new hospitals will be in the capital city of Quito. Total cost of equipment to be supplied to this hospital under Eximbank's loan is some $2.2 million. The second hospital to benefit under the new loan will be at Guayaquil, Ecuador's largest city. Cost of U.S. equipment for this hospital will be $2.1 million. A hospital at Cuenca will have equipment costing some $400,000; and the fourth hospital benefiting from Eximbank's loan at Riobamba will obtain equipment valued at $310,000.

The $490,000 balance of Eximbank's loan represents equipment which has not yet been allocated by the Social Security Fund.

The loan will finance a contract earlier entered into with the American Hospital Supply Export Corp. at Evanston, Illinois. Equipment needed will be obtained from about 100 U.S. manufacturers.

FINLAND—Finland's first **atomic power plant** would go into full operation in 1971 if the Government accepts the plans submitted to the Ministry of Trade and Industry by a joint committee representing the Finnish Government-owned power company, Imatran Voima Oy, A. Alhstrom Oy, the "Ecno" Association and General Electric of Canada.

The committee was directed by the Trade & Industry Ministry to draw up plans for a plant in the 300 megawatt range. The plan submitted to the Ministry proposes a 275 megawatt plant which would cost Fmk 257 million (Fmk 3.20 = US$1), of which Fmk 221.5 million would be spent locally for construction of the facility.

Canadian General Electric would be responsible for supervising the construction of the reactor establishment.

IRAQ—Purchase and installation of a U.S.-made 67.5 megawatt steam turbine electric generation unit at the Baghdad South Power Station will be partially financed by a $5.3 million loan by the Export-Import Bank of Washington. The loan will be made to the Government of Iraq. The new generator, the third in Iraq financed by Eximbank, is to be in service in 1966.

The addition of 67.5 megawatt to Iraq's present power supply is expected to assist materially in establishing the national power grid, now scheduled for completion in 1967. The expansion will also provide adequate capacity to meet the immediate needs of Iraq's developing industry.

General Electric Company will supply and install the generator. Foster-Wheeler Corp. of New York City has been selected to supply boiler equipment. Engineering design and supervision of construction will be performed by Sanderson & Porter, Inc., also of New York.

Total cost of the project will be some $9.4 million, including local costs equivalent to $2.2 million.

The difference between the $7.2 million of dollar costs and the amount of Eximbank's loan of $5.3 million represents the cash payment to be made to General Electric by the Government of Iraq.

LIBYA—A two part **tabulation listing** the Government's call for bids **for public works and major equipment supplies from Sept. '64 to July '65 is available on loan** from the Department of Commerce.

Table I shows the general breakdown of projects by fields of expenditures in various geographic areas.

Table II lists the major projects that were put out for international bid and their disposition when known.

Write: Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230.

PHILIPPINES—The Secretary of Public Works, Jorge Abad, has announced the Government's intention to begin construction of the **Pan-Philippine Highway** which will span the entire length of the Philippines from Aparri in Northern Luzon to Davao on the south coast of Mindanao.

The announcement was followed by a Government order announcing the opening of bidding for **24 separate construction projects involved** in the so-called "dream highway." Construction is expected to take four years and to be completed by 1970 at a total cost of about 500 million pesos (1 peso = approx. US25¢).

The project will involve the improvement of a number of existing roads, the construction of an 800-meter bridge linking Samar and Leyte islands and the acquisition of a number of ferries to link other islands along the route.

SINGAPORE—A World Bank $15 million loan to the Port of Singapore Authority will cover the foreign exchange costs of **expanding and improving the Port of Singapore.**

The project consists primarily of the construction of four additional deep-water berths with ancillary facilities, a port engineer's maintenance depot and workshops, new administrative offices, and replacement and augmentation of floating craft and cargo-handling equipment. The project will enable the Authority to maintain its high standard of operational efficiency and to provide for future traffic growth, as well as to speed up turn-around time of ships calling at the port.

Completion of the East Lagoon development by the construction of **four additional berths**, together with ancillary facilities and a permanent breakwater, will provide the facilities needed to handle the expected traffic increase over the next few years. The new centralized **maintenance depot and associated workshops** will permit effective supervision and control for maintenance of the Authority's civil and mechanical facilities which are now scattered in small shops throughout the port area.

The floating craft and mechanical **equipment** to be acquired include a **dredger, fire floats, tubs, a waterboat, mobile cranes and forklift trucks.** The new administrative building will provide a centralized head office for the administrative departments which are now located in various parts of the port area. **Data processing equipment** will be provided for management financing and costing procedures and the collection of statistical data.

Total estimated project cost is equivalent to $25.7 million. The Bank loan will cover the foreign exchange costs from its own resources. The Authority is retaining the services of consultants to design and supervise the construction contracts which will be made on the basis of international competitive bidding. **Write:** Port of Singapore Authority, Singapore.

VENEZUELA—New **tourist facilities** to be constructed on Margarita Island include "La Galera" hotel in Juan Griego (40 rooms), cost Bs.1,100,000 (1 bolivar=$ .22); "El Tirano" Hotel in Puerto Fermin (20 rooms), cost Bs300,000; "La Restinga" Hotel in Boca del Rio (35 rooms), cost Bs760,000. **On** other beaches **new restaurant and bathing facilities** are being constructed. All of the projects are being given financial assistance by the Corporacion Venezolana de Fomento (CVC) under the terms of a recent decree designed to stimulate the construction of new tourist facilities throughout the Republic. **Write** Corporacion Venezolana de Fomento, Caracas.

Three separate credit operations, totaling over $222 million, were approved by the Venezuelan Congress.

The National Public Works Institute was authorized to borrow up to $80 million to **widen and improve the water works of Caracas.**

The City of Caracas was authorized to borrow up to $10 million to acquire a trash **incineration system.**

The Banco Obrero (Worker's Bank) was authorized to acquire domestic or international financing up to $133 million for the construction of two projects totaling 138,000 housing units and other home construction and for land acquisition of "social interest."

Bids on various materials for tire building and repair invited by Ceylon

The Supplies Manager, Associated Motorways, Ltd., 185 Union Place, Colombo 2, Ceylon, is inviting bids on various materials required for tire building and repair, including: 1,900 rolls of cotton tire cord; 2,100,000 pieces of bead wire; 800,000 bicycle tube valves; 60 rolls of liner cloth cord; 1,320 circular wire brushes; 480 ft. of ¼" high pressure air hose; 72 conical buffing stones; 100 carborundum stones; 600 rolls of repair cord fabric; and 134 tons of copper wire of varying sizes.

Bid deadline is Oct. 13. (Tender unnumbered.)

A copy of the specifications is available to firms located in the U.S. from the Rubber, Leather & Allied Products Division, Rm. 4037, BDSA-6290, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO-7-3381.

Builders invited to bid on Tel Aviv-Ashod road

Israel's Public Works Dept. is inviting bids for the construction of the Tel Aviv Ashod toll road. Investors will receive a concession for the construction of the road and also for its maintenance and operation.

Bids should be submitted by Oct. 1 to the Director, Public Works Dept. Companies interested in receiving further particulars may write to Mr. H. Eilam, Public Works Dept., 3 Rehov Lincoln, Tel Aviv.

As an investment return, bidders will receive the concession for collecting all tolls from vehicles using this road according to a scale to be fixed in agreement with representatives of the Government.

Bidders should submit conditions for the acceptance of the road-building concession and for its subsequent operation; construction time; tolls, according to type of vehicle; circumstances and conditions for changes in scale of toll; period of concession; and other conditions which the investor wishes to submit to, or request from, the Government.

Significant Awards

IRAN—The Italian firm, Midco-Sauti Engineers (Via Nizza 56, Rome, Italy) has been awarded a contract to execute final designs for improvements to the airports at Mehrabad, Zahedan and Bandar Abbas. The firm will write the specifications for airport equipment and will supervise the construction work.

Construction projects, which will call for procurement and installation of equipment, are expected to be opened to international competitive bidding by the Iranian Government upon completion of final designs within six months.

SWEDEN—High Voltage Engineering Corp. of Burlington, Mass., has been awarded a $1.1 million contract for a nuclear accelerator to be used by Uppsala University.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated August unless noted otherwise.

American Firms, Subsidiaries and Affiliates—Belgium, July.
Business Firms—Malta.
Electronic Equipment, Electron Tubes and Other Electronic Components and Accessories Importers, Dealers and Manufacturers—Portugal.
Hardware Importers and Dealers—Algeria.
Hardware Importers and Dealers—France.
Machinery and Equipment, Except Electrical Importers and Distributors—Belgium.
Sporting Goods, Toys and Games Importers and Dealers—Federal Republic of Germany and West Berlin, June.

UAR extends bid deadline

The General Organization for Industrialization, 6 Khalil Agha St., Garden City, Cairo, has extended the bid deadline for the supply and erection of a 4,000 ton per year floor tile plant from Aug. 1 to Oct. 2. (INTERNATIONAL COMMERCE, June 21, p. 50.)

Australian iron ore project to use 3 U.S. locomotives

A full shipload of railroad equipment, including what are reputedly the three heaviest and most powerful diesel/electric locomotives ever exported from the U.S., recently left San Francisco bound for Australia, where Hamersley Iron, Pty., Ltd. is developing a major new iron ore mining and shipping facility.

Hamersley Iron is owned jointly by Kaiser Steel Corporation and Conzinc Riotinto of Australia. The firm has a contract with a group of Japanese steel companies for export of 65.5 million tons of high grade iron ore with a value in excess of $600 million. The ore will be shipped over the next 15 years from port facilities now under construction at King Bay, 178 miles from the mine.

The three huge engines were 2750 hp. Alco locomotives, each 175 tons.

The shipment also included a 115-ton switch engine, five flat cars, other rail handling equipment, a giant ore pulverizer, and a mobile drilling rig.

Shipments from Hamersley, site of one of the world's largest iron ore deposits, are scheduled to begin in August, 1966.

New Books and Reports

***Engineers' Overseas Handbook.* Business and Defense Services Administration, U.S. Dept. of Commerce, Washington. 242 pp. $2.25.**

The handbook is designed to answer 10 basic questions concerning U.S. engineers operating overseas. For 105 countries, the book tells: whether a license is required; how U.S. engineers can obtain a license; whether local representatives are required; the legally required extent of local participation; whether contracts are negotiated or bid on; any discrimination that may be practiced against U.S. consulting engineers; any restrictions concerning convertibility of currency or repatriation of fees; whether consortium-type bids are preferred; whether local taxes are imposed; and what Government agencies employ consulting engineers.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***Fortune Directory.* Published by the editors of Fortune Magazine, New York. 50 cents (25 cents per copy if ordered in quantity of 100 or more).**

A reprint combining listings of 500 largest U.S. industrial corporations (July 1965 issue of Fortune); and 200 largest industrial corporations outside the United States, 50 largest U.S. commercial banks, life insurance, transportation and utility companies (August 1965 issue of Fortune). Listings show rank in 1963 and 1964, headquarters, sales assets, net profit, and number of employees.

Write: Fortune Directory, Room 940, Time and Life Bldg., New York, N.Y. 10020.

***NORD PLAST—1965 Yearbook—Scandinavian Plastic Industry.* Published by Kurt Lissa Ltd., Cópenhagen. 344 pp. $3, including postage.**

The directory comprises an alphabetical listing, by countries, of plastic products manufactured in Scandinavia; a classified listing of suppliers of plastic raw materials, machinery and equipment, made by foreign manufacturers represented in the Scandinavian area, and lists of associations and societies, periodicals, and research organizations. Index and all headings are in English.

In addition to being a directory of the Scandinavian plastics industry, the yearbook is also the official catalog of the third annual Scandinavian Plastics Fair, NORD PLAST 66, which will be held in the exhibition hall Bella-Centret in Copenhagen from April 22 to May 1.

Inclusion of company name and address in the directory is free of charge to foreign companies represented by agents in one or more of the Scandinavian countries. Additional lines or advertising space may be obtained for a set fee.

Write: Kurt Lissa Ltd., 17, Blaagaardsgade, Copenhagen N, Denmark.

Yours for the asking

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Sales and Distribution Section, Department of Commerce, Washington, D.C. 20230.

Such requests must be received not more than 15 days after the publication date of the issue of *International Commerce* in which the requested OBR was listed.

***Columbia Journal of World Business.* A quarterly review published by the Graduate School of Business, Columbia University. Pergamon Press, New York. Annual subscription: $10.**

This new international business publication is designed to serve as a means of communication for members of the global business community and university scholars, deepen understanding of international developments of concern to business, keep executives and students of of business abreast of important advances in business thinking throughout the world, and provide a platform from which authorities can speak freely on business and related issues of our time.

Several businessmen will be included on the editorial board.

The first issue, due out on Oct. 1, will contain articles on:

The Domestic Dividends of Foreign Aid; Foreign Investment Muddle; Perspectives on the Kennedy Round; Changing Patterns of British Trade; Ivan Takes a Second Look; and New Jobs for Old Executives.

Write: The Pergamon Press, 122 East 55th St., New York, N.Y. 10022.

***Overseas Business Reports.* U.S. Dept. of Commerce, Washington. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Washington, D.C. 20402.**

Patent, Trademark, Industrial Design and Copyright Protection in Japan. OBR 65-54. 8pp. Reviews basic Japanese laws on the subject, and methods of obtaining patents of inventions, trademarks, utility models, industrial designs and copyrights.

Foreign Trade Regulations of Tunisia. OBR 65-56. 8pp. Describes the Tunisian Government's trade policy, import tariff system, import taxes, required documentation, rules for labeling, marketing and packaging, special customs provisions, nontariff import controls, exchange controls, Tunisian export controls, and U.S. controls affecting trade with Tunisia.

Basic Data on the Economy of Zambia. OBR 65-57. 9pp. Provides general information on the nation's geography, population, employment, Government, basic industries, private investment, financial structure, and foreign trade.

United States Trade With Asia: 1963-64. OBR 65-59. 28pp. A tabular presentation, summarizing the U.S. trade performance in Asia during the past two years.

***Pan Am's Marketing Guide to the European Common Market.* Pan American Airways, Boston. Free.**

A pocket-size marketing guide to doing business with countries in and associated with the European Common Market has been published by Pan American Airways.

The fourth in a series of publications produced by Pan Am to acquaint buyers and shippers with world markets, the European Common Market booklet also covers the associated countries of Greece and Turkey.

For each country covered, the booklet gives such detailed information as the major exports and imports; documents required for shippers; articles restricted or prohibited; warehousing facilities; consumer media and advertising outlets; and overseas buying agencies.

Other marketing guides published by Pan Am cover South America, Central America and the Middle East.

Write: Pan American Airways, Box 2212, Boston, Mass.

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Calendar *for international traders*

September

7—FCIB Round Table Conference on Foreign Credit, Collection & Exchange Problems, 1:30 p.m. Advertising Club, **New York.** Sponsor: Foreign Credit Interchange Bureau.

7—Meeting for New Exporters, 12 noon, Prom Motel, **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; International Trade Club, REEC.

7—World Trade Committee, Dallas Chamber of Commerce, Baker Hotel, **Dallas.**

8—Export Workshop, **Spencer, Iowa.** Sponsors: Field Office, Department of Commerce; Chamber of Commerce; REEC.

8—Reading Foreign Traders Assn., 6 p.m., Abraham Lincoln Hotel, **Reading, Pa.**

8—Minnesota World Trade Assn., monthly dinner meeting, Minneapolis Athletic Club, **Minneapolis.** Speaker: Merrit Freeman, Bureau of International Commerce.

8—Small Business of America, Inc., luncheon, Manger Cleveland Hotel, **Cleveland.** Speaker: Roy L. Morgan, Director, Office of Field Services.

9—In-Office Meeting, Field Office, **Chicago.**

9—Overseas Automotive Club, monthly meeting, 12 noon, Shelburne Hotel, **New York.**

9—Machinery-Metals Export Club, monthly meeting, Overseas Press Club, **New York.**

9—International Trade Assn. of New England, Inc., dinner meeting, Charter House Motel, **Cambridge, Mass.**

9—In-Office Export Conference, Field Office, **Atlanta.** Sponsors: Field Office, Department of Commerce; REEC.

9-10—Businessmen's consultations with Edmund F. Becker, Commercial Officer, U.S. Consulate General, Frankfurt, Field Office, **New York.**

12-14—Pacific Northwest Traders Assn., **Anchorage, Alaska.**

13—World Trade Assn. of Montgomery County, monthly meeting, Crossroads Motel, **Norristown, Pa.**

13—Bucks County Forum of International Commerce, monthly dinner meetmeeting, 5:30 p.m., Conti Cross Key, Inn, **Doylestown, Pa.**

13-14—13th Joint Engineering Societies Management Conference, New York Hilton, **New York.** Speaker: Forrest D. Hockersmith, BDSA.

13-14—Consultations with Edmund F. Becker, Commercial Officer, U. S. Consulate General, Frankfurt, Gemany, Field Office, **Philadelphia.**

13-17—International Industrial Conference, **San Francisco.** Sponsors: National Industrial Conference Board; Stanford Research Institute.

14—International Executives Assn., monthly luncheon meeting, Hotel Statler Hilton, **New York.**

14—In-Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: Field Office, Depart of Commerce; REEC.

14—Foreign Traders Assn. of Philadelphia, monthly dinner meeting, Sheraton Hotel, **Philadelphia.**

14—Businessmen's Consultations with members of U.S. Investment Mission to Colombia, Field Office, **Pittsburgh.**

14—In-Office "Show You" Workshop on Export Expansion, Field Office, **St. Louis.** Sponsors: REEC; Field Office, Department of Commerce; World Trade Club.

15—Iowa REEC Meeting, Des Moines Club, **Des Moines.**

Notice

To publicize local events concerning foreign trade in the "Calendar for International Traders," information should be submitted to this magazine at least 2 weeks before the date of the issue in which it appears. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.

Write:

Editor,
International Commerce
Bureau of International Commerce
U.S. Department of Commerce
Washington, D.C. 20230.

15—Arkansas Export Seminar, Hotel Marion, **Little Rock, Ark.** Sponsors: Arkansas State Chamber of Commerce; Field Office, Department of Commerce; REEC.

15—Conference on International Trade, University of California, **Berkeley, Calif.** Speaker: Daniel L. Goldy, National Export Expansion Coordinator.

15—International Trade Club, luncheon, Town House, **Kansas City, Kan.** Sponsors: Chamber of Commerce; Field Office, Department of Commece.

15—Export Expansion Seminar, Weirton Chamber of Commerce, **Weirton, W.Va.** Sponsors: Field Office, Department of Commerce; REEC; Chamber of Commerce; W.Va. Manufacturers Assn.

15—International Information Seminar for Tobacco Industry, Field Office, **New York.**

16—Businessmen's Consultations with members of U.S. Trade Mission to Colombia, Field Office, **St. Louis.** Sponsors: World Trade Club; Chamber of Commerce; REEC.

16—Houston Rotary Club Luncheon, Rice Hotel, **Houston, Texas.**

16—South Florida REEC, regular monthly meeting, 12 noon, **Coral Gables, Fla.**

16—Introduction to Export-Import, 1st of nine weekly sessions, 7:30 p.m., Webster Hall, University of Hawaii, **Honolulu.** Sponsors: Small Business Management Program, College of Business Administration; Field Office, Department of Commerce.

16—International Trade Club of Chicago, luncheon meeting, 12:15 p.m., La Salle Hotel, **Chicago.** Speaker: Governor Otto Kerner.

16—REEC meeting, 10 a.m., Alexander & Baldwin Boardroom, **Honolulu.**

16—FCIB Drug, Chemical & Food Export Club, monthly meeting, Advertising Club, **New York.** Sponsor: Foreign Credit Interchange Bureau.

16—REEC Committee Chairmen Luncheon Meeting, **Baltimore.**

16—Nat'l Assn. of Export Management Companies (NEXCO), Inc., luncheon, Advertising Club, **New York.** Speaker: E. E. Schnellbacher, Bureau of International Commerce.

17—Houston International Trade and Travel Fair, World Trade Seminar, Rice Hotel, **Houston, Texas.**

17—North Carolina Liquified Petroleum Gas Assn., luncheon, Grover Inn, **Asheville, N.C.** Speaker: Roy L. Morgan, Director, Office of Field Services.

20—St. Louis Export Trade Seminar 1st of 8 weekly sessions, Saint Louis University, **St. Louis.** Sponsors: Field Office, Department of Commerce; REEC; World Trade Club.

20-30—National Machine Tool Builders Assn. Exhibition, McCormick Place, **Chicago.**

21—Hydraulic Institute, Annual Convention, International Inn, **Washington.** Speaker: Forrest D. Hockersmith, BDSA.

21—Foreign Trade Seminar, **Springfield, Mass.** Sponsors: Joint Civic Agencies; Export Sales Managers Assn.

21—REEC Meeting, **Baltimore.**

21—FCIB Hardware-Automotive & Allied Trades Group, 12:30 p.m., Advertising Club, **New York.** Sponsor: Foreign Credit Interchange Bureau.

21—In-Office Workshop for New Exporters, 512 Greenleaf Bldg., **Jacksonville, Fla.** Sponsor: Field Office, Department of Commerce.

21—Foreign Trade Bureau, dinner meeting, Roosevelt Hotel, **Cedar Rapids, Iowa.** Speaker: Nicholas Johnson, Maritime Administrator.

21—Purchasing Agents Assn. of Pittsburgh Presidents Dinner, Penn Sheraton Hotel, **Pittsburgh.** Speaker: Anthony Bertsch, BDSA.

21—In-Office Export workshop, Field Office, **Pittsburgh.** Sponsors: Field Office, Department of Commerce; REEC.

22—Special REEC Meeting, 10 a.m., Daniel Boone Hotel, **Charleston, W.Va.** Sponsor: Field Office, Department of Commerce.

22—Export Conference on Stockholm Trade Center, Field Office, **Memphis.** Sponsors: Mid-South Exporters' Roundtable; Field Office, Department of Commerce.

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